

From Pilot to Platform: Expanding Automation at Scale

INDUSTRY: Off-Price Retail

USE CASE: Store Replenishment Fulfillment

BG SOLUTION: Robotic Product Sortation

THE CHALLENGE:

As one of the network’s centers of operational excellence, this distribution site was tasked with validating automation that could serve as a blueprint for future facilities.

The site was looking to evaluate technology capable of replacing legacy tilt-tray sorters and setting the standard for the next generation of fulfillment infrastructure. As a hybrid facility – operating both regional and national replenishment models – it was the ideal environment for automation flexible enough to support multiple fulfillment approaches.



SOLUTION:

Expansion-Ready Robotic Sortation

Berkshire Grey deployed an initial seven Stride™ Shuttle Sorter stations on a mezzanine to support regional operations. The installation ran in parallel with the tilt tray, ensuring no disruption to ongoing fulfillment. Stride delivered strong results, and its success prompted a strategic expansion to seventeen stations.

KEY ATTRIBUTES OF THE SOLUTION:



Expansion more than doubled capacity through modular stations, enabling the replacement of the legacy tilt-tray sorter.



Ability to merge workflows onto one platform so both regional and national replenishment could be managed within the same automated system.



Modular growth without disruption enabled additional stations to be added seamlessly, avoiding costly rework or downtime.

QUANTIFIED BENEFITS

95%

throughput
per labor hour
increase

45%

footprint
reduction

0

downtime
during
installation

AFTER GO-LIVE:

Partnering to Unlock Full Solution Potential

The expansion proved the strength of the platform, and post-deployment collaboration has focused on unlocking its full potential.

- **Jointly optimizing merged workflows** to ensure regional and national replenishment could run seamlessly within one automated system.
- **Smarter employee staffing** with software that dynamically matches operators to stations based on real-time parameters.
- **Expansion-ready design** allows further capacity to be added in phases, deferring capital investment until demand is proven.

This site now operates as a scalable innovation hub – a proven model for replacing legacy sorters and expanding capacity with minimal disruption.

“What started as a pilot is now the model for growth – expansion without disruption and a clear path for the future.”