

# Modernizing Replenishment in a Brownfield Setting

**INDUSTRY:** Grocery & General Merchandise

**USE CASE:** Store Replenishment Fulfillment

**BG SOLUTION:** Robotic Product Sortation

## THE CHALLENGE:

This retailer wasn't looking for a revolution – they needed evolution. At one of their Midwest distribution centers, the operations team faced a critical challenge: how to support rising demand without overburdening workers or disrupting the systems already in place. To keep stores reliably replenished, they needed automation that worked with their people – not around them – and operated within the footprint they already had. The question wasn't "How do we replace it all?" – it was "How do we make it better?"

They set out to modernize store replenishment without ripping out infrastructure or compromising the flow that kept shelves stocked. The goal was to boost performance, reduce manual touchpoints, and enable long-term growth – all within a brownfield environment.

## SOLUTION:

### Robotic Sortation, Built for Integration and Growth

Berkshire Grey deployed its Stride™ Shuttle Sorter system directly into the existing warehouse layout. Instead of displacing infrastructure, the solution was designed to work with it – a truly seamless brownfield installation.

## KEY ATTRIBUTES OF THE SOLUTION:



**ASRS Integration** – Stride was designed to interface with legacy shuttle ASRS.



**Space Efficient Deployment** – Modular semi-automated stations installed in the manual put wall area, working around existing columns and equipment.



**Minimal Workflow Disruption** – BG developed custom integration with existing software stack to avoid unnecessary change orders.

## QUANTIFIED BENEFITS

**3X**

pick productivity  
improvement

**60%**

FTE  
reduction

## AFTER GO-LIVE:

### Collaboration and Continuous Improvement

Deployment was just the start. Realizing the full potential of the integrated system required ongoing collaboration between BG and the customer. After overcoming initial challenges, joint efforts led to:

- **10–15% throughput increase** from logic tuning, software updates, and operational validation.
- **Successful WMS order cartonization upgrade** to support business strategy shift.
- **Continuous support** through ASRS software end-of-life transition.

Today, Stride is among the site's most stable solutions, with expansion being actively considered.



*“BG stuck with us through every stage – from early design to long-term optimization. Stride performs, and the relationship continues to grow.”*