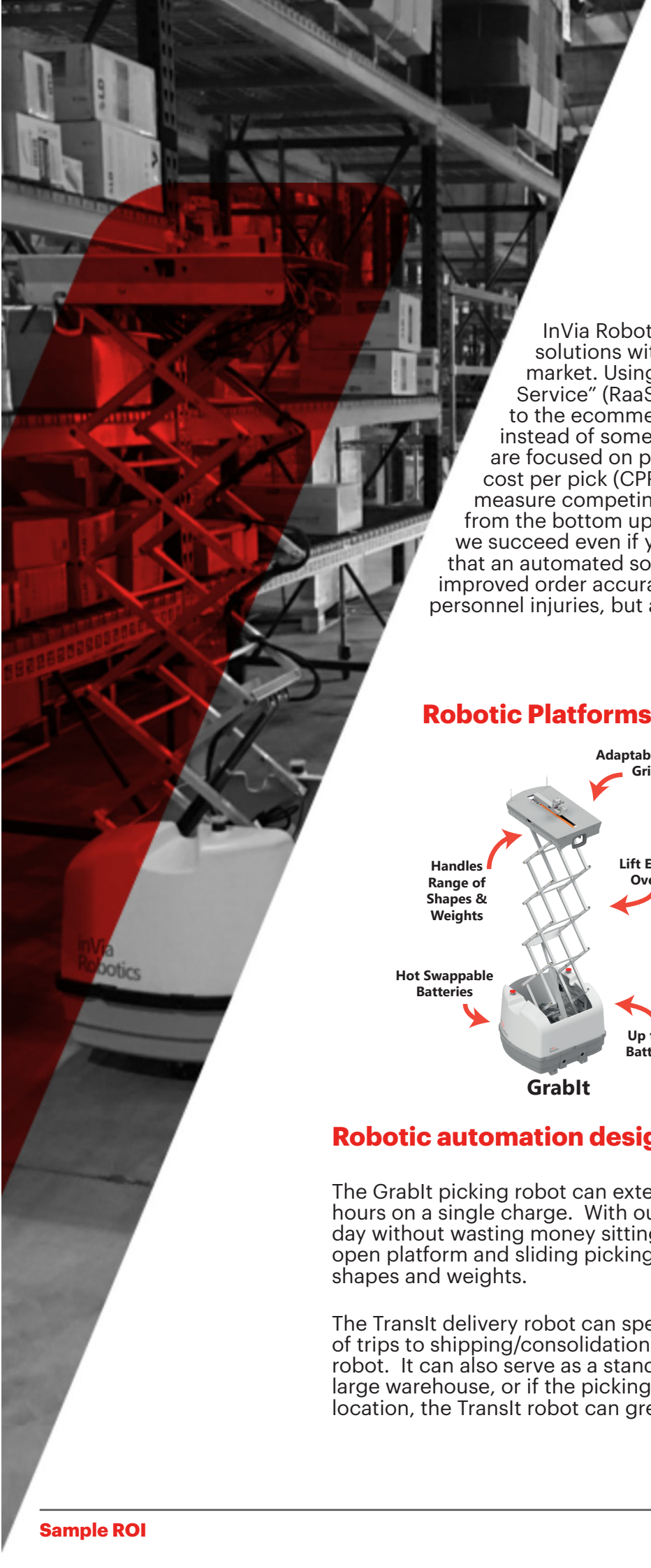
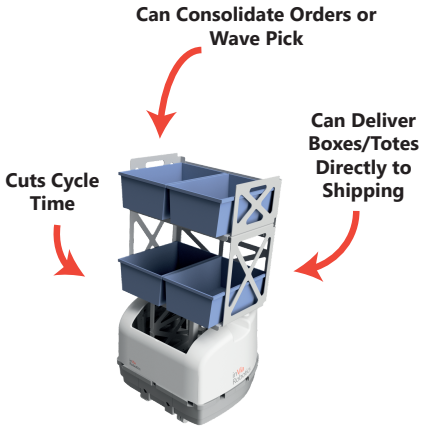


InVia Robotics is pioneering the future of fulfillment solutions with the first goods to box robot on the market. Using the business model of "Robotics as a Service" (RaaS), InVia provides cost-effective solutions to the ecommerce industry that can be used today instead of some distant future. With that in mind, we are focused on picking metrics. We've found that the cost per pick (CPP) is the most direct statistic by which to measure competing solutions. We designed the system from the bottom up to compete on that metric, so that we succeed even if you ignore all of the ancilliary benefits that an automated solution provides. These benefits include improved order accuracy, reduced theft/loss, and fewer personnel injuries, but are not taken into account in this study.

Robotic Platforms

GrabIt



TransIt

Robotic automation designed with a purpose

The GrabIt picking robot can extend over 8 feet, and can run for up to 10 hours on a single charge. With our hot swappable batteries, it can run all day without wasting money sitting on a charger. Because of our unique, open platform and sliding picking method, we can pick a large variety of shapes and weights.

The TransIt delivery robot can speed up the process by reducing the number of trips to shipping/consolidation that need to be made by the picking robot. It can also serve as a standalone delivery platform. If you are in a large warehouse, or if the picking area is far away from the target delivery location, the TransIt robot can greatly increase the efficiency of the system.

Automation Without Intimidation

Unlike other robotic solutions, there is not an expensive integration step to get up and running with our robots. We support many different workflows out of the box, and they can be selected on the fly as your needs change or due to seasonality.

With our GrabIt and TransIt robots, we support a variety of picking workflows:

GrabIt Picking

- Most single items can be picked directly
- Very small or difficult parts (e.g. screws) can be stored in totes, and delivered to stationary picking stations (dynamic AS/RS)

GrabIt Delivery

- Direct delivery to a conveyor, pick cart, or consolidation wall
- Indirect delivery to a TransIt robot, a conveyor, pick cart, or consolidation wall

TransIt Receiving

- Standard method of receiving from GrabIt with either boxes or totes of varying sizes depending on order parameters
- Alternatively, can be loaded by a person or other system for arbitrary delivery tasks

TransIt Consolidation Style/Delivery

- Can consolidate each order to a particular box/tote
- Can batch/wave pick and have order consolidation be done at a later point
- Can deliver full totes/boxes to a conveyor or shelf

Benefits Beyond Direct Cost Comparisons

Many cost aspects of the current system were ignored in this analysis. If they were included, the value provided would be even more significant. These include the following:

- Management costs of picking labor
- Barcode scanners
- Returns for wrong items
- Shrinkage
- HR overhead
- Personnel injury/liability
- Heating/cooling costs