

LEADING DIGITAL TRANSFORMATION

IN THE WAREHOUSE

„Wie man mit flexibler Automatisierung saisonale Spitzen meistert“



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How Peak Season affects your warehouse

Increasing order volumes lead to:

- Overtime



- Hiring temporary workers



- Additional shifts



Problems as a result:

- Additional hiring and salary costs



- Additional training time



- Less accuracy/ more quality checks



- More returns to handle



- Failure to meet SLA or longer lead times





280+

Facilities
Contracted

120+

Customers

LOCUS HISTORY & TIMELINE

2007-2014 LOCUS ORIGINS

Locus founders deploy Kiva, the first robot powered 3PL.

Amazon acquires Kiva prompting founders to start a new company.



2021 WAYPOINT ACQUISITION

Accelerated expansion of the Locus solution to support total warehouse optimization.



LOCUS LAUNCH

2014

2015

2016

2017

2018

2019

2020

2021

2022

2023

Series A (\$15M)

Signed 1st Large 3PL Deals

Series B (\$25M)

Named Market Leader by IDC
Customers start expanding Locus to multiple sites

Series C (\$26M)

Series D (\$46M)

250 MILLION PICKS

European Launch

Largest AMR Order in History

Series E (\$150M)

600+ MILLION PICKS

1 BILLION PICKS

APAC Launch

Series F (\$117M)

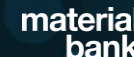
Record 230M Picks Peak Season

1.5 BILLION PICKS

2 BILLION PICKS

● LocusBots Deployed

#1 CHOICE OF GLOBAL BRANDS



THE LOCUS DIFFERENCE

FAST DEPLOYMENT. DAY-ONE PRODUCTIVITY IMPROVEMENTS.

**SCALE
FLEET**

Up and down

LIVE

In 8-12 weeks

RaaS

All-inclusive
monthly fee

EASY
Integration

15 MIN

Training time



MINIMAL

Infrastructure
requirements



STEP 1

Locus optimizes orders from the WMS



STEP 2

Locus directs induction of containers



STEP 3

LocusBot optimizes path to next task



STEP 4

Associates select item and place into totes



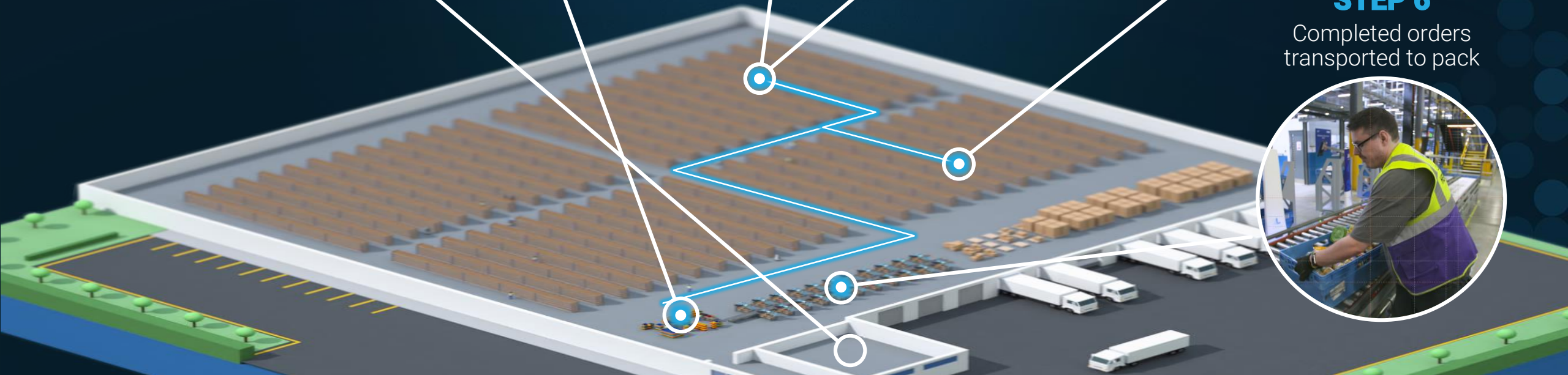
STEP 5

Robots travel to next pick location with new associates



STEP 6

Completed orders transported to pack



MULTI-LANGUAGE

Robot automatically adjusts to worker's native language

NEAREST ROBOT INDICATOR

Directs associate to the next task

PROPRIETARY GAMIFICATION

Motivating worker performance with clear goals as they work

PICK LOCATION & PRODUCT ID

Displayed prominently

TOTE ID & POSITION

Shows worker which tote on the robot to place item

QUANTITY

INTEGRATED SCANNER

The screenshot shows a mobile application interface for a warehouse worker. At the top, it says "Pick Item" and displays a worker's profile for "Adam" with a score of 276 and a goal of 1447. Below this, it shows "NEARBY" items "S02" and "S03". The main display features a large tote ID "B-03-031-C" and a position "CO-H-102". A yellow bar highlights the current tote "T10047" with a quantity of "6". The selected item is "Wool Socks" with a UPC of 639277128966, size "1 pc", and color "Grey". The quantity is set to "1" with "+" and "-" buttons. At the bottom, there are five vertical red lines representing a scanner's field of view.

LOCUS TAG

Patented technology identifies worker to robots

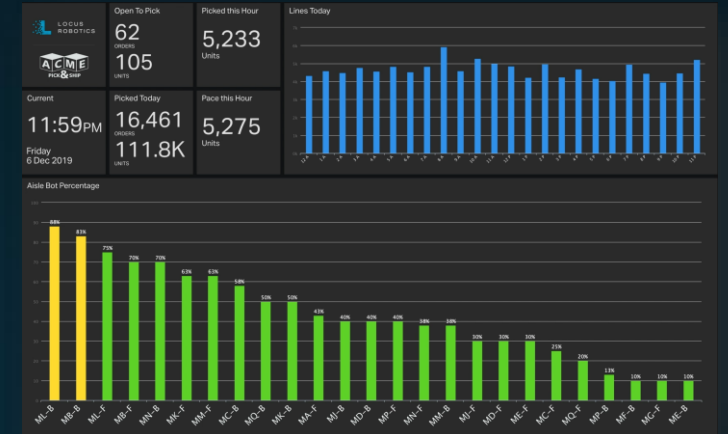


LOCUS MULTI-BOT SOLUTION



REAL-TIME INSIGHTS

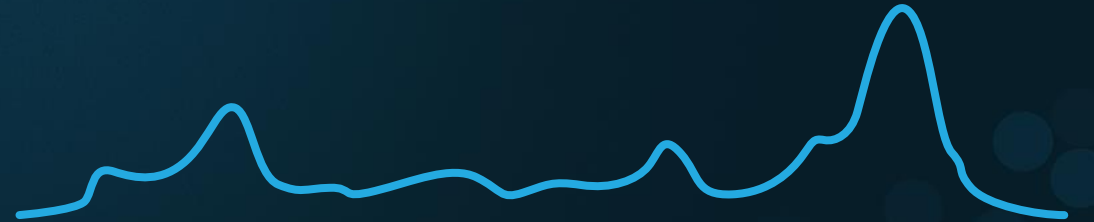
Dynamic operating conditions, predictive labor planning, fleet and workforce monitoring on any device.





FLEXIBLE & SCALABLE
AUTOMATION HANDLES
PEAKS & SURGES

EASY DEPLOYMENT IN 3 MINUTES



LOCUS ROBOTICS DELIVERS **PROVEN RESULTS**



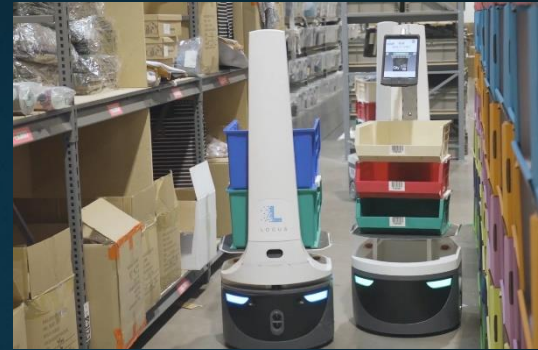
IMPROVE LABOR MANAGEMENT

- 2X-3X productivity gains
- 80% less training time
- 15% decrease in overtime \$
- Real-time visibility



CONTROL COSTS

- ROI within 6-8 months
- Robot-as-a-Service model
- Brownfield or Greenfield
- Scale fleet up and down
- Align capacity to demand



INCREASE SPEED & ACCURACY

- 3X faster cycle time
- More throughput, same labor
- Network flexibility
- Adapt to any size operation



MANAGE GROWTH & CHANGE

- Automated in 6 -8 weeks
- Just add robots
- No construction required
- Add workflows without disruption



THANK YOU



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