

BlueSkye Automation. Our experience. Your advantage.

Warehouse and distribution centers logistics and processes can be complex, so you need a partner who can help you navigate the best solutions for your business. BlueSkye Automation formed strategic partnerships to help companies sustain highly efficient and productive operations through the power of advanced robotics.

Warehouses and distribution centers are volatile, constantly changing environments.

The supply chain professionals who manage these sites need help maintaining competitiveness as marketplace trends such as e-commerce and unpredictable supply chain behaviors disrupt normal operations. For most, the ongoing challenge is improving operations while managing budgets and working within inflexible site footprints. However, they need to develop more intelligent and flexible material handling systems to handle the accelerating rate of change. Achieving such business transformation will require innovative solutions flexible enough to manage seasonal impacts and unforeseen events (like pandemics and extreme weather). These solutions must also simultaneously lower operating costs.

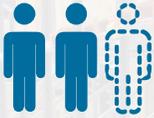
As customer expectations and operations complexity increase, many logistics stakeholders are turning to advanced robotics systems capable of handling repeated actions with autonomy and intelligence. These solutions help to equip warehouses and distribution centers with the flexibility needed to handle issues like rising labor costs, SKU proliferation and new customer requests for mixed case pallets.



Market trends that are driving the robotics transition

Changes to existing processes can be disruptive, and most organizations only accept change if powerful outside influences force the issue.

In the case of logistics industries, several outside factors have converged to make change inevitable if organizations are to remain competitive. These factors include:



Labor Shortages

Labor unrest and the lack of available labor to fulfill orders are driving the need for robotics solutions to be integrated into existing automation. Such solutions are especially helpful in high human safety risk operational areas where repetitive rote actions tax humans. In these areas, robotics can help offset the rising cost of labor and the difficulties in recruiting, retaining and managing labor.



Supply Chain Resilience

Unpredictable market changes and e-commerce (shipping to individual customers instead of to bulk retail outlets and the resulting packaging of many more small lots of goods) have introduced profound changes for warehouses and distribution centers. Such market forces make it more challenging to accommodate client demands quickly using traditional non-robotic infrastructures. Fortunately, the nature of software-driven robotics is such that owners of warehouses and distribution centers can avoid costly rip-and-replace scenarios when upgrading their technologies. In addition, the increased flexibility that robots bring into an operation can also help to broaden the universe of products that a facility can process.



Emphasis on Capital

Solutions that require little up-front capital expense are needed. Modular/scalable robotics system architectures enable warehousing and distribution center operations to cost-effectively scale in parallel with business growth. A low initial investment, which includes the right-sized solution, begins the transformation process and immediately enables higher efficiency while lowering support and maintenance costs. As new robotics technologies are integrated into existing platforms, companies require the support of organizations knowledgeable about the available technologies and their ability to integrate into operations seamlessly. Since most solutions involve numerous technology partners, it becomes critical for warehouse and distribution center operators to interface with one central support resource. To simplify the technology selection, integration and support experiences, companies like BlueSkye Automation have established contractual agreements with key robotics technology partners and offer options to help save capital through lease and robot as a service (RaaS) programs. In this way, both the technologies and vendors are pre-vetted, and solution integration has been pre-engineered. This lowers the risk for companies engaging in a technology refresh.

Benefits of partnering with BlueSkye Automation

BlueSkye is poised to help warehouse and distribution center stakeholders transition to the new world of advanced robotics, enabling logistics operations to enjoy the benefits of dynamic decision-making intelligence. Here's how engaging with BlueSkye Automation's ecosystem of robotics partners will work to your advantage:

- ✓ One point of contact for service and support
- ✓ Site integration to avoid rip-and-replace scenarios
- ✓ Added solution deployment flexibility and future-proofing
- ✓ Lower investment risk

Solutions available today

To support the ongoing need to improve flexibility and efficiency of operations, BlueSkye Automation has launched strategic robotic partnerships. Areas of solution focus include labor-intensive workflows such as automated movement of materials such as forklifts, goods to person and person to goods AMR's, conveyor and sortation, automated storage and retrieval, palletization and racking. Below are highlights of some of our partners solutions that are available:



Geek+

Geek+ is a global leader in mobile robotics technologies. They apply innovative robotics technologies to create flexible, reliable and highly efficient automation solutions for warehouses and supply chain management.



VisionNav Robotics

A leading automation solution provider, VisionNav Robotics offers advanced and versatile technology to meet a wide range of material handling needs to organizations around the world.



LOCUS ROBOTICS

Locus Robotics is an innovative leader, designing and building autonomous mobile robots that operate collaboratively with workers to dramatically improve product movement and productivity.

Ready to discover our suite of solutions?

To learn more about how BlueSkye Automation can support your warehousing and distribution modernization plans visit blueskye.com.

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