

# *When Seconds Count Most!*

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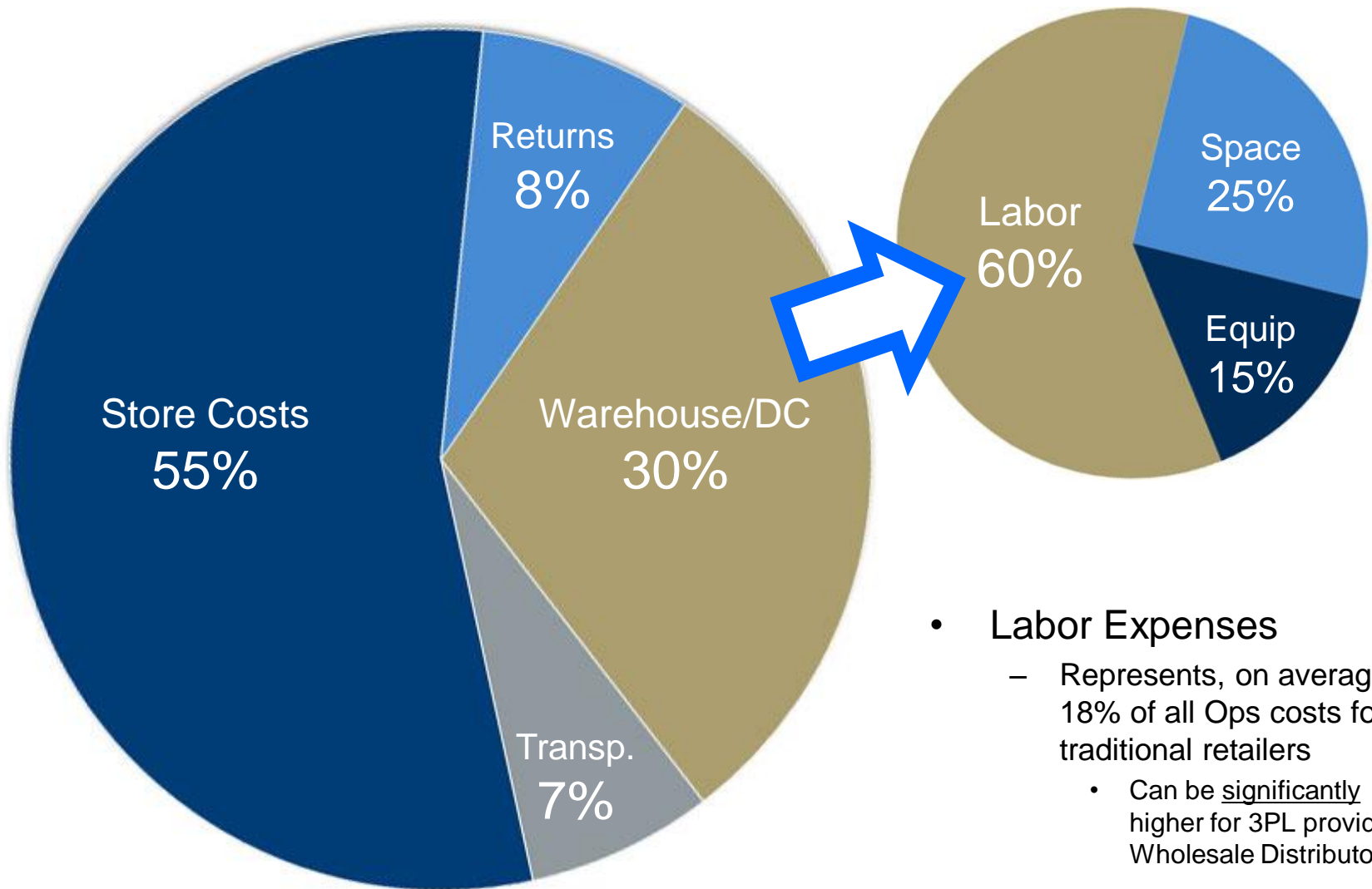
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# Why Labor Focus?



- Labor Expenses
  - Represents, on average, 18% of all Ops costs for traditional retailers
    - Can be significantly higher for 3PL providers, Wholesale Distributors

# Technology Trends

- Mobile Computing is the New Computing (The “Post-PC” era)
  - Apple Computers Inc. now Apple Inc.
- “Consumerization” of IT
  - Business App access 30% personal device 2010; 40% 2011
- “Reversed Polarity” on IT investments
  - Enterprise, Military, Universities > Consumer Market
    - NVIDIA CEO: 200M PC’s = \$4B; 2B smartphones = \$40B
- The “digital natives” are coming!! (they are here)
  - Younger workforce more tech savvy
- Accelerated pace of innovation on hardware and software

**Data is the new currency – Realtime & Actionable**

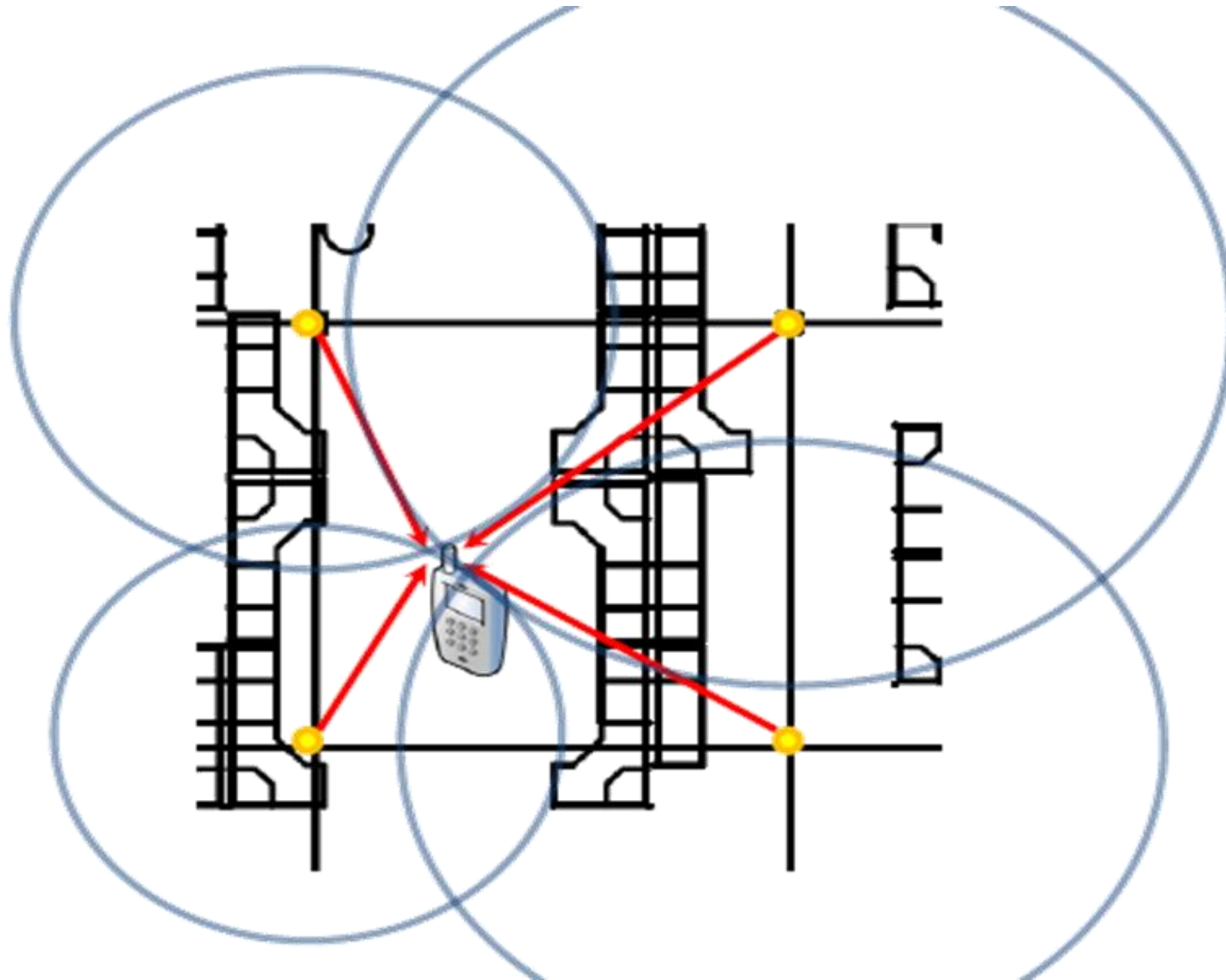
# Internet-of-Things

*Allows other objects and people to monitor and automate functions based on pre-set needs*

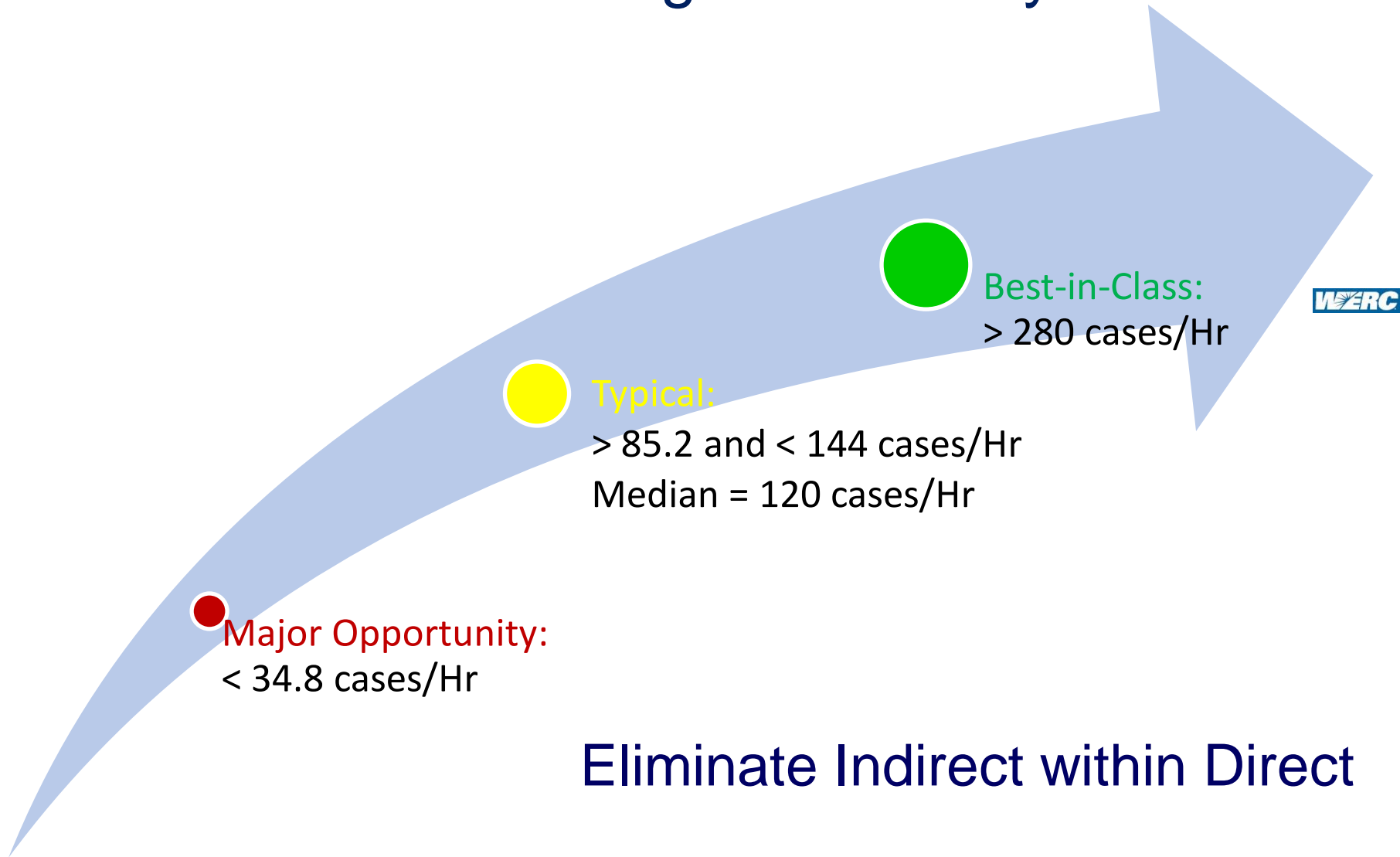
- Integration of the Physical & the Virtual World
- Intelligent Environment:
  - From identification, to data, to information, to knowledge
  - 50 Billion connected intelligent devices by 2020
  - 35 Trillion gigabytes of data produced annually by 2020
- Sensor Networks
  - Smart cities
  - Smart utility & home infrastructure

## Smart DC's

# Proof of Concept: Indoor Location

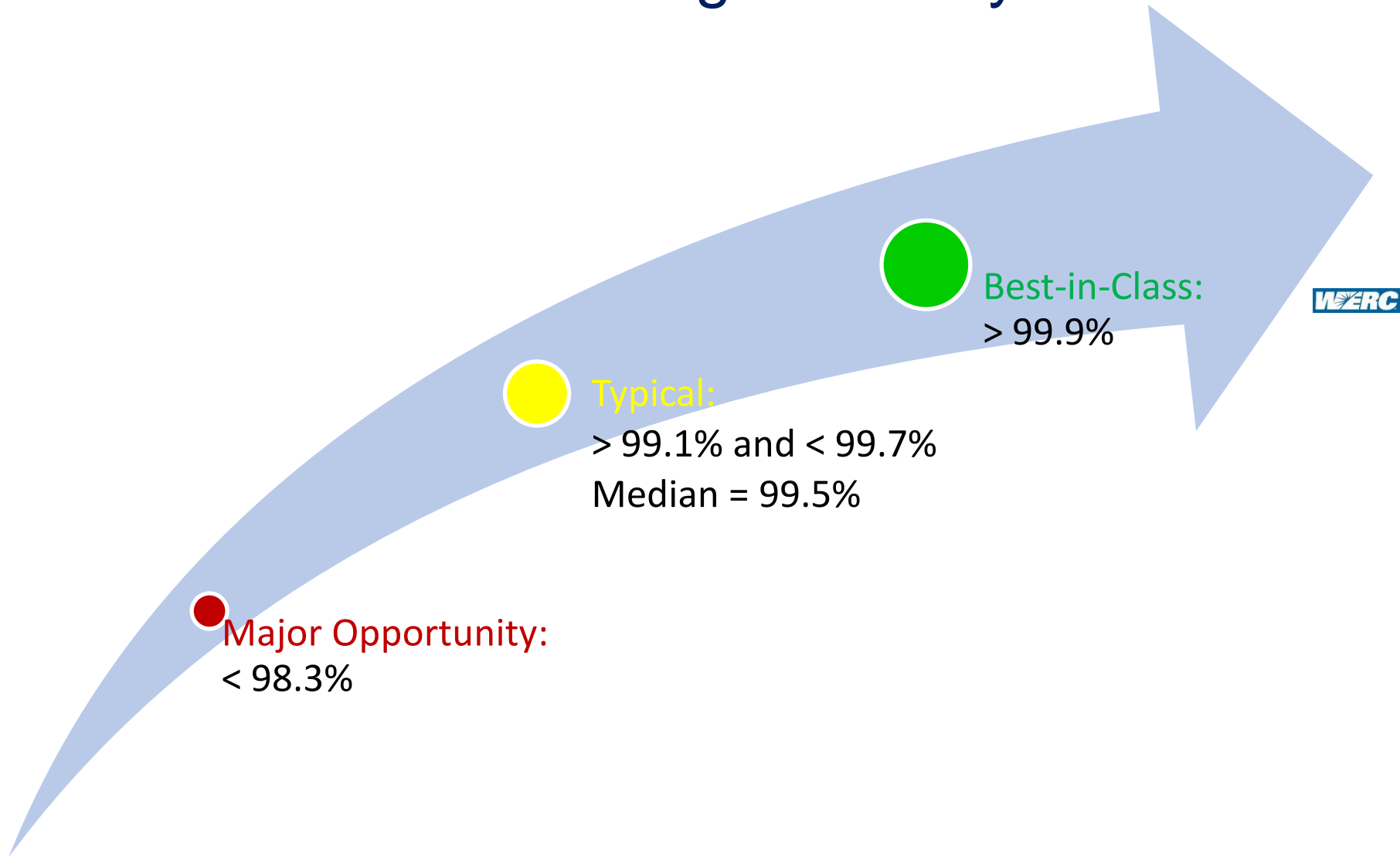


# Order Picking Productivity

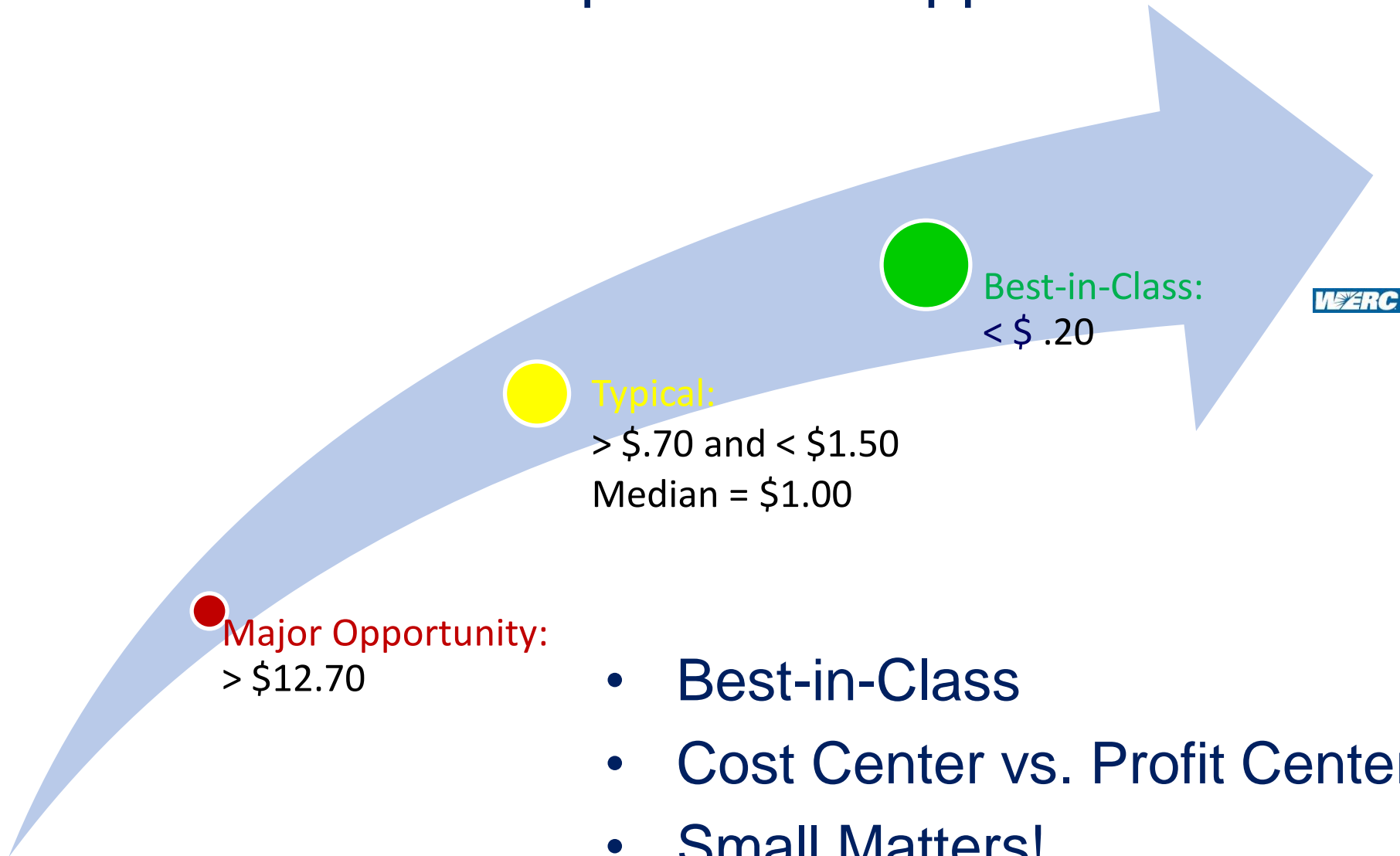


Eliminate Indirect within Direct

# Order Picking Accuracy



# DC Costs per Unit Shipped



- Best-in-Class
- Cost Center vs. Profit Center
- Small Matters!





## Mobility Solutions

## Multi-Purpose Devices



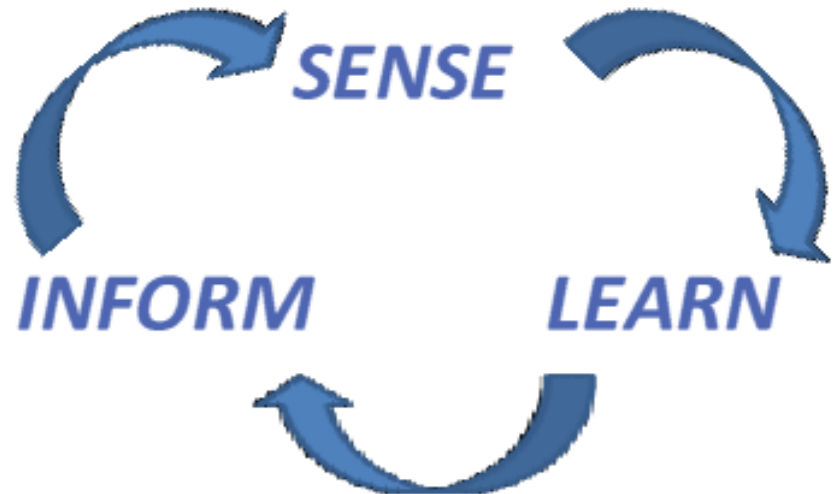
# Beyond Picking...



## The Voice Centric DC

# Man/Machine Interface

- Today
  - Human Interfaces with Computer
    - Keyboard Input
    - Display Output
    - Computer is a tool controlled by human
- Future
  - Human Integrated with Networked Computing Environment
    - Internet-Of-Things Intelligent Environment
    - Natural Human Interface
      - Voice
      - Hearing
      - Touch
      - Gesturing
      - Vision
      - Sensing





# Future?

WMS / LMS / BI



Game Theory

Soon, you won't have to  
imagine!



Thank You!

***For More Information:***

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