Picking’s new formula for success: Vision+

Why the answer to better picking combines the tools we know with breakthrough mobility that drives performance.

Presented by:
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It’s the start of a new decade.
How do your operations today compare to… 2010? 2030?
Over the next decade DC’s must become more:

- Productive in operations
- Capital efficient
- Responsive to change
- Labor shortages
- Inadequate space
- Omni-channel pressures
What will it take?

Striking back with tools for unprecedented flexibility.
SETH PATIN

CEO & FOUNDER, LOGISTIVIEW & ACCELOGIX
Leader in vision picking for warehouse & logistics

Unlocking mobility and wearables to solve the most pressing challenges faced by DC’s today
Today You’ll Learn:

• **What is Vision+** and how does it change picking

• **6 Reasons Why** Vision+ is the new formula for picking success

• **What it Means** for your warehouse today, and in 2030
What is Vision+
Vision+

Picking optimized with the best features of voice, PTL, and RF scanning taken further with visual instruction – then amplified with intelligence to perfect every step.
Which bin is correct?
Which bin is correct?
Vision+

Visuals  Voice  RF Scanning

Optimized with AI
Color-coded pick overlays viewed through AR smart glasses

Audio-visual combination makes each step obvious

Work 100% hands-free or with handheld scanners

AI optimization powers smarter sequence of steps

**Simple, intuitive instructions delivered in ways humans normally communicate**
Vision+: The all-in-one picking optimization tool

- Faster, More Accurate
  - Than voice alone

- More Efficient
  - Than handheld devices alone

- More Capital Efficient, Flexible
  - Than fixed automation

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### Comparison Table

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*Everything Optimized with AI*

Better grouping, sequencing, zoning to reduce travel distance & increase density.
6 Reasons Why Vision+ is the Better Formula for Picking
Make picking accuracy a “no-brainer.”

- See and hear pick instructions as a multimodal experience
- Intuitive, natural cues quickly processed by the human brain
- Instantly understand what to do, driving precise picks
What does the research show?

DC’s #1 metric for best practices in 2019: Picking Accuracy.

• WERC surveyed warehouse professionals on industry metrics to benchmark best practices

• “Order Picking Accuracy” ranked as the #1 out of 36 overall metrics – rising from #2 in 2018

Accuracy in picking has never been more important. Give mis-picks all you’ve got with workers armed with tools that make it easy.

Source: WERC 2019 DC Measures Study
Overcome delays & repetition from noise interference.

- Eliminate missed cues, drowned out voice commands
- Persistent visual guidance allow continuous work even if audible or text cue is missed
- No more saying “Repeat,” rescanning label, or re-reading instructions costing time and frustration
What does the research show?

Order fulfillment is still manual, paper-dominated and that’s only increasing.

- Peerless Media asked DC’s about current picking technology use
- Paper-based picking dominated, and rose 7% vs 2019
- DC’s are turning to paper vs existing pick technologies

Apply Vision+ to close the gap where traditional picking tools fall short by combining the best of each.
#3 Speed picking with instantaneous responses

- **Appeal to human nature** as visual beings
- **Visual cues understood faster**, enabling immediate actions
- **React instantly, with no delays** compared to listening to full audible commands
- Workers clued into **what’s coming next** – already heading for it before a voice command is completed
What does the research show?

Human brains respond better to visual inputs.

- 30% of the brain is dedicated to sight, and between 80-90% of human sensory input is received through the eyes.
- Only 8% of the brain is used for touch and 2% is used for auditory processing.
- Vision picking appeals to how the brain works best.

Leverage visual-voice combinations to communicate with workers in the most brain-friendly way to drive better action.
Overcome language difficulties, rapidly train new and seasonal staff.

- Colors, arrows, symbols simplify complex instructions
- Universally-recognized symbols known to people of all language backgrounds
- Make instruction instant - cut training to minutes, not weeks
- Ongoing access to training with visual reinforcement of steps
What does the research show?

To find and keep labor, DC’s are spending more on training.

- 68% surveyed by Peerless enhanced training programs in 2019
- Increased investments in training / workforce retention adding to operational costs
- Widening recognition that an empowered workforce is essential to competing today

Reduce training down to almost no time at all, converted into an always-on activity built into the job itself.

DC’s report using multiple methods of strengthening their workforces: 68% are enhancing processes or training to improve productivity, while 68% affirmed that they’re developing training or employee retention programs.

Source: Peerless Media – 2019 Annual Warehouse and Distribution Center Automation Survey
Remove barriers to drive worker confidence, job satisfaction.

- Eliminate friction points of delays, wasted steps, unnecessary walking
- Provide clarity to boost confidence in every decision
- Heighten engagement in their work, empowered with everything they need to know
- Equip with cutting edge tools, working smarter and feeling stronger about it too
What does the research show?

Finding labor, then keeping it, is the defining issue of our time.

- Half of all DC’s surveyed by Peerless say labor challenges are their topmost “Major Issues” of 2019
- Inability to find hourly workers, qualified supervisors is acute
- Finding ways to increase job satisfaction critical in 2020

Make people want to work for your DC where they’re equipped with state-of-the-art tools to do their best work.
#6 Enhance human-robotic interaction.

- Optimize how people and AMR’s conduct picking without disrupting operations
- Apply AI to fine-tune interactions, enhance coordination to what each resource does best
- Pathway to drive better results with “cobots” through optimized work to achieve more, together
What does the research show?

Robots are coming...for picking, with 12x more arriving by 2025.

- ABI Research: “Over 4M commercial robots will be installed in more than 50,000 warehouses by 2025—up from just 4,000 in 2018, more than a 12-fold increase.”

- Yet... “Over $90K per employee, per year thrown away in manufacturing assembly due to improper implementation of collaborative robots.” (Assembly Magazine)

- Key question facing DC’s: how to optimize them?

Embed robots in picking alongside people in optimal ways – accomplishing as a whole greater than its parts.
Implications for your DC today, and in 2030
Why Vision+?

Optimize picking, while impacting labor, capacity, capex and the major issues of the next decade.
What it really means...
Intentionally limit your fixed cost + Highly optimize your variable cost = Ability to create a more capital-efficient logistics operation for the long-term
Challenge to you:

- Evaluate ways to **improve your workforce** through adoption of Vision+
- Use it to **build your logistics operations** in a way that provides eminent flexibility
- **Pre-plan for inevitable change** – guarding against locking into the business model of the moment that won’t support tomorrow
- **Make your vision of 2030 real today**