

## How does Alexa Compare to Other Picking Technologies?

### Alexa Leapfrogs Other Products!

**Pick-to-Light:** Uses numeric displays to direct employees to retrieve products for one order at a time. Picking is confirmed using push buttons on the storage bays.

**Put-to-Cart:** Uses numeric displays on picking carts to direct employees where to place products for multiple orders. Picking is confirmed using push buttons on the carts.

**Voice Picking:** Uses Radio Frequency (RF) communication between a central host computer and pickers wearing headsets to verbally direct them to the storage bays and tell them the required quantities to pick. Picking is verbally confirmed by computer recognition of spoken words uttered by the pickers.

Description	Alexa	Pick-to-Light	Put-to-Cart	Voice
Does not require a costly, central control computer	✓	✗	✗	✗
Does not require a hardwired link with control computer	✓	✗	✓	✓
Does not require an active RF link to control computer	✓	✓	✗	✗
Can train new users in 10 minutes	✓	✗	✗	✗
Controls all picking or putting with a standard PDA	✓	✗	✗	✗
Combines voice, light-directed and wireless barcode scanning technologies	✓	✗	✗	✗
Directs pickers to fill multiple (batch) orders on a cart with one trip through the picking area	✓	✗	✓	✓
Recognizes when a target picking location is reached and says "STOP" to alert the picker	✓	✗	✗	✗
Clusters pick/puts for 1-to-many operation	✓	✗	✓	✓
Clusters picks/put for many-to-1 operation	✓	✓	✗	✓
Senses when other pickers are in a bay and automatically "skips" to return for picking later	✓	✗	✗	✗
Senses equipment problems and automatically changes to a backup method, e.g., barcode scanning	✓	✗	✗	✗
Uses separate picking technologies that match the needs of high and low-velocity items, reducing total system cost	✓	✗	✗	✗
Uses a speaker or headset to give voice commands telling pickers what quantity to pick	✓	✗	✗	✓

Legend: ✓ Does Well    ✗ Can't do    ? May be able to do    ✓ Does poorly

# ALEXA Order Fulfillment Technology

(US Patent 6,775,588)



<i>Description</i>	<i>Alexa</i>	<i>Pick-to-Light</i>	<i>Put-to-Cart</i>	<i>Voice</i>
Does not require speaking each word several times to “train” the system to recognize each picker’s voice	✓	✓	✓	✗
Does not have problems with speech recognition due to noise or changes in the picker’s voice	✓	✓	✓	✗
Uses “touchless” proximity switches to confirm picks instead of push buttons or voice confirmation	✓	✗	✗	✗
Does not require cutting raceway (channel) covers when adding, removing or relocating lights	✓	✗	✗	✓
Uses infrared transmissions from a PDA to reprogram lighted display and controller firmware	✓	✗	✗	✗
Can be configured for 3 modes of operation: pick-from-bay (standard logistics), put-to-bay (reverse logistics) or pick-then-distribute (2-phase logistics)	✓	✗	✗	✓
Picks multiple units of measure and confirms accuracy	✓	✗	✗	✓
Picks different SKUs from the same location and confirms accuracy	✓	✗	✓	✓
Expands system without degradation in performance	✓	✗	✗	✗
Can force retrieval of correct lot (serial) number or capture of lot number during picking	✓	✗	?	✗
Monitors productivity/status of pickers, orders, departments or products in real-time using web technology	✓	?	?	?
Optimizes batching of orders to reduce picking time	✓	✗	✗	✗
Uses “bucket brigade” methodology for dynamic pick zone assignment with picker accountability	✓	✗	?	✗
Directs early offloading of completed orders (e.g., onto a conveyor) at strategic points in the picking path	✓	✗	✗	✗
Requests download of next “best” order to replace offloaded order, based on the greatest ability to complete the next order	✓	✗	✗	✗
Relative system costs	\$	>3 x \$	>2 x \$	>1.5 x \$
Typical ROI (varies widely by client company)	4-12 months	24-36 months	18-24 months	12-24 months

**Legend:** ✓ *Does Well*      ✗ *Can't do*      ? *May be able to do*      ✓ *Does poorly*

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