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**Kiva Systems Appoints Patrick J. Scannell to its Board of Directors**

North Reading, Mass. – April 26, 2011 – [Kiva Systems](#), a developer of game-changing mobile-robotic solutions that automate e-commerce [order fulfillment](#) and warehouse operations, today announced that Patrick J. Scannell, Jr. has joined its board of directors. Scannell previously served as senior vice president, CFO and treasurer of Netezza Corporation. Scannell brings more than 30 years’ experience in finance and operations to Kiva’s board. He also has extensive career experience helping to scale high-tech systems businesses like Kiva that involve a hardware/software solution with a dramatic value proposition, disruptive business model and hyper-growth trajectories.

Scannell takes an independent director seat, joining [Ajay Agarwal](#) from Bain Capital Ventures, [David Becker](#) of Meakem Becker VC, [Stephen Kaufman](#), Harvard Business School lecturer and retired chairman and CEO of Arrow Electronics, Inc. and [Mick Mountz](#), founder, chairman and CEO of Kiva Systems.

“Kiva Systems is a fascinating story and this is a great time to join the board. I look forward to sharing my learnings from Netezza to guide Kiva with strategic financial counsel that will help propel the company forward and reach new financial milestones,” said Scannell. “I’m honored to be part of Kiva’s distinguished board of directors as the company moves to a new level.”

Scannell led the Netezza initial public offering on the New York stock exchange and was instrumental in orchestrating the sale of the company to IBM in the fall of 2010. Scannell previously served as the SVP and CFO of Silknet Software, a company he took public on NASDAQ before orchestrating its sale to Kana (NASDAQ: KANA), a leading provider of enterprise customer support and communications applications. Prior to that, Scannell served as the EVP and CFO of Applix, an enterprise software firm where he also led its initial public offering on NASDAQ (APLX). Scannell presently sits on the board of GlassHouse Technologies, a global provider of IT infrastructure services, and also serves on the Executive Committee of the Boston College Technology Council.

“Pat is the ideal board member for Kiva as we’ve passed the profitability milestones, entered into hyper-growth mode and require seasoned corporate financial insight,” said Mick Mountz, CEO and founder of Kiva Systems. “His recent Netezza success and

experiences have uncanny parallels to Kiva Systems despite serving radically different markets. Both companies produce game-changing technology solutions involving large capital sales with tangible ROIs – and both are products of Boston’s high-tech ecosystem. I’m delighted to have Pat on board for this next chapter.”

Kiva’s innovative approach to e-commerce order fulfillment uses fleets of robotic drive units that bring inventory on mobile shelves directly to workers, allowing easy and efficient access to all inventory items at all times. Elimination of operator walking and waiting enables worker productivity that is two- to four-times higher than with other automated systems. What’s more, because all the system components are mobile and modular, a Kiva solution can transform an empty warehouse into a fully automated distribution center in a matter of weeks.

### **About Kiva Systems**

Kiva Systems, Inc. offers game-changing automation solutions for distribution centers that help companies simplify operations and reduce costs while increasing strategic flexibility. Using hundreds of autonomous mobile robots and sophisticated control software, the Kiva Mobile Fulfillment System enables extremely fast cycle times with reduced labor requirements, from receiving to order picking to shipping—all without conveyor. The result is a building that is quick and low-cost to set up, inexpensive to operate, and easy to change. For more information on Kiva Systems and its solutions, please visit [www.kivasystems.com](http://www.kivasystems.com).