



**Press Contacts:**

Rebecca Passo  
Kiva Systems, Inc.  
(781) 305-5533  
[rpasso@kivasystems.com](mailto:rpasso@kivasystems.com)

Rob Skinner  
Schwartz Communications, Inc.  
(781) 684-0770  
[kivasystems@schwartzcomm.com](mailto:kivasystems@schwartzcomm.com)

**Kiva Systems is the Secret Weapon at 12 of Internet Retailer's Top 100**

*Kiva customers are crushing the competition with mobile-robotic fulfillment*

North Reading, Mass. – June 6, 2011 – [Kiva Systems](#), a developer of game-changing mobile-robotic solutions that automate eCommerce [order fulfillment](#) and warehouse operations, today announced that it is working with 12 of the top 100 brands listed in the recently issued [Internet Retailer's Top 500 Guide](#), which ranks business-to-consumer retailers in the U.S. and Canada, based on online sales. The Top 500 guide includes retail chains, catalogers, web-only merchants, brand manufacturers and digital content sellers. Kiva is rapidly becoming the solution of choice to automate eCommerce fulfillment operations at both established and up-and-coming online brands.

“This has been a banner year for many of our customers who experienced exponential growth, like the Gilt Groupe, which moved from 140 up to 49 on this year’s list,” said Mick Mountz, founder and CEO of Kiva Systems. “In fact, five Kiva customers moved up on the list significantly in 2011, serving to demonstrate that our mobile-robotic solution for automated fulfillment can have broad reaching competitive and strategic implications beyond the obvious cost and productivity improvements.”

Kiva’s innovative approach to warehouse automation 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 fulfillment center in a matter of weeks.

Kiva will be showcasing its mobile-robotic solution with a live order fulfillment picking system in **booth # 1925** at the Internet Retailer 2011 Conference and Exhibit at the San Diego Convention Center on June 14-17.

Activities taking place on-site include:

- A live demonstration of the robotic fulfillment process in action, featuring hands-on attendee participation to create and submit their own eCommerce orders, then pick the items in real-time right on the exhibit hall floor
- A presentation titled, “See How 12% of the Top 100 Fastest Growing Internet Retailers Are Changing the Game,” to be presented by Mick Mountz on Wednesday, June 15 at 10:45 am in the eCommerce Technology Theater located on the exhibit floor

- An exciting company announcement of the latest Top 100 eCommerce company to embrace the Kiva platform

For more information about Kiva or to schedule a meeting with Kiva executives at the show, visit [www.kivasystems.com](http://www.kivasystems.com).

### **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).