



For Immediate Release



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Sedlak Management Consultants Teams with Kiva Systems to Deliver Game-Changing Order Fulfillment Systems

Woburn, MA/Highland Hills, OH – January 13, 2009 – Kiva Systems (www.kivasystems.com), a developer of breakthrough robotic solutions for automating distribution centers, and Sedlak (www.jasedlak.com), a recognized leader in logistics and supply chain consulting, today announced an alliance to assist companies that are evaluating material handling solutions.

Kiva is providing training and tools to assist Sedlak’s consultants in evaluating and designing mobile fulfillment solutions, while the Sedlak team will assist Kiva in further extending design and project management capabilities. In addition to the firms’ combined implementation and project management services, Sedlak will continue their training on the most advanced features of Kiva technology and a detailed design process that ensures the most appropriate solution with the highest return on investment.

“Kiva has developed an important new approach to the pick, pack and ship processes that offer unique productivity and flexibility for distribution center operations,” said Jeff Graves, president of Sedlak. “In addition, we’ve found that the Kiva team shares our focus on listening to customers and improving their operations. These shared values have made it easy for our teams to work well together.”

Kiva’s innovative approach to order fulfillment uses mobile robotic drive units that bring inventory 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-equipped distribution center has unprecedented flexibility when adding new products or expanding throughput—without disrupting ongoing operations.

“In our work with Sedlak we’ve found them to be creative and innovative thinkers,” said Mick Mountz, CEO of Kiva. “We’re pleased that this alliance will enable our teams to work more closely together to help customers.”

About Kiva Systems

Kiva Systems, Inc. uses game-changing automation technology for distribution centers that helps companies simplify operations and reduce costs, while increasing strategic flexibility. Using autonomous mobile robots and sophisticated control software, the Kiva Mobile Fulfillment System enables extremely fast cycle times with reduced labor requirements, from receiving to 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.

About Sedlak Management Consultants, Inc.

Sedlak is an independent logistics and supply chain consulting firm specializing in direct-to-customer, retail, 3PL and manufacturing/wholesale markets. Sedlak helps companies optimize their distribution operations by providing consulting, design and systems integration services. Service offerings include supply chain strategy development, distribution network analysis and optimization, facility planning and design, information systems selection and implementation, material handling equipment specification and selection, operations assessments and productivity improvements. Sedlak is headquartered in Highland Hills, Ohio. More information about Sedlak is available at www.jasedlak.com.