



## For Immediate Release

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## Quiet Logistics Adds Fulfillment Capacity from Kiva Systems to Accommodate Rapid Growth

*Internet retailers select Quiet Logistics for fastest order fulfillment and best order accuracy at low cost*

Woburn, Mass. – June 30, 2009 – [Kiva Systems](#), a developer of breakthrough robotic solutions for automating distribution centers, today announced that [Quiet Logistics](#) has purchased additional capacity for its Kiva Mobile Fulfillment System. Quiet Logistics, an innovative third party logistics (3PL) provider, has more than tripled its Kiva capacity in less than six months to support new E-commerce customers such as [Gilt Groupe](#) with warehousing, order fulfillment, returns processing and value-added services.

“Kiva is perfectly suited for the unique requirements of Internet retailers. The Kiva system we bought in January is already providing us substantial competitive advantage in both performance and operating costs,” said Bruce Welty, founder and CEO of Quiet Logistics. “We expect to be ordering even more Kiva gear before the end of the year.”

“Many 3PLs are reluctant to proactively purchase technology beyond WMS, pallet jacks and forklifts,” said Steve Banker, service director, Supply Chain Management at ARC Advisory Group. “ARC believes Quiet Logistics’ willingness to proactively invest in an advanced technology that provides a variety of advantages for overcoming the distinct challenges posed by Internet fulfillment, will provide them a competitive advantage for this vertical.”

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

“E-commerce continues to grow despite the challenging economic environment, and it’s no surprise that fast-growing Internet retailers are signing up with Quiet Logistics,” said Mick Mountz, founder and CEO of Kiva Systems. “With Kiva as the cornerstone of its innovative ‘One Touch’ fulfillment service, Quiet Logistics can turn around orders at the speed of the Internet with unmatched accuracy.”

### **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](http://www.kivasystems.com).

### **About Quiet Logistics**

Quiet Logistics, Inc. is the industry’s first Third Party Logistics company to deliver a complete outsourced fulfillment solution that leverages the game-changing material handling robotics of Kiva Systems. Quiet Logistics’ “One Touch” fulfillment service is an alignment of best-in-class operations experience and a fully integrated technology platform with a simplified business model to improve distribution throughput, accuracy, scalability and flexibility at costs that are 30-50% lower than the competition. For more information on Quiet Logistics and its services, please visit [www.quietlogistics.com](http://www.quietlogistics.com).