



**For Immediate Release**

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**Online Shopping Destination Gilt Groupe Uses Kiva Systems Automation to Fulfill Record Order Volumes**

*Astonishing Go-Live a few months from contract to full operation enabled peak processing and keeps pace with Gilt's phenomenal growth*

Chicago, Ill. – ProMat 2011 – March 21, 2011– Kiva Systems ([www.kivasystems.com](http://www.kivasystems.com)), a developer of game-changing mobile-robotic solutions that automate order fulfillment and warehouse operations, today announced that Gilt Groupe's new Kiva-enabled Louisville, Ky. distribution center processed significant numbers of orders during the 2010 holiday season and kept the pace going into 2011. Gilt leased a distribution facility in Kentucky last summer, installed a Kiva solution and began picking customer orders in September, offering next-day delivery across the United States just in time for holiday shoppers.

Gilt's dynamic business model creates challenges for order fulfillment operations. The product assortment is constantly changing so the distribution center must be able to react quickly. The product categories are always expanding and the distribution center may not know which items the merchandisers have secured until these goods arrive at the facility. To deal with these challenges, order picking methods must be flexible. Additionally, Gilt's commitment to providing a world-class customer experience requires that the fulfillment operation offer special packaging and value-added services, which give a personal touch to parcels. The Kiva system, along with other customized material handling infrastructure is able to meet all of these challenges while delivering real-time, accurate and efficient order processing.

Gilt Groupe, [www.gilt.com](http://www.gilt.com), is an innovative online shopping destination offering its members special access to the most inspiring merchandise and experiences every day, many at insider prices. Gilt continually searches the world for the most coveted brands, including fashion for women, men and children, home décor, hotels and travel experiences on every continent, and unique activities in a growing list of cities and destinations.

“Kiva allows us to handle a broad spectrum of constantly changing merchandise and process orders in as little as 15 minutes from the time a customer completes their online experience,” said Christopher Halkyard, Vice President of Operations, Gilt Groupe. “Kiva offers Gilt a flexible and productive solution so we are able to expand as needed.”

Kiva’s innovative approach to order fulfillment uses fleets of robotic drive units that bring inventory on mobile shelves directly to workers, allowing easy and efficient access to inventory items at all times. Elimination of operator walking and waiting enables higher worker productivity than 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.

“Gilt is a leading e-commerce lifestyle brand whose customers expect quality, accuracy and attention to detail,” said Mick Mountz, Founder and CEO of Kiva Systems. “Gilt sets the highest standards for customer experience and the Kiva approach fulfills on that promise. This deployment is another great example of Kiva’s ‘Fulfillment 2.0’ solution for today’s challenging eCommerce market.”

### **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).