



# Dell Validated Design for Retail Edge with inVia Robotics

Simplified inventory solutions for micro-fulfillment centers

## Key capabilities of Intelligent Warehouse Automation:

**inVia Logic:** The overall warehouse optimization software suite that makes your warehouse operations smarter so you can speed up order processing and increase accuracy

**inVia PickMate:** A mobile tool to act on improved intelligence. It is a simple, intuitive tool with color-based interface that directs workers to quickly and accurately pick goods

**inVia Picker Robots:** inVia's Autonomous Mobile Robots (AMRs) are small, safe, and easy-to-operate. They fit seamlessly into your warehouse processes to operate nonstop to fulfill orders

**Robotics Operations Center:** An extension your staff, an inVia team that provides robotics expertise and dedicated, remote monitoring and support for your entire system

## To accelerate retail automation, you must simplify your edge

The retail sector has long been a digital innovation leader, but Covid-era restrictions changed customer preferences faster than any time in history. Curbside pickup, online ordering, and same-day delivery services exploded in popularity during social distancing. While the pandemic is largely behind us, consumers have grown accustomed to these services, and whole industries have developed to serve their needs. For retailers however, these changing preferences present a significant challenge. In this difficult economic environment, order fulfillment services add cost and complexity to retailers. These services are also labor intensive, which is further complicated by a tight labor market. The customer alternatives, such as DoorDash and Instacart, only dilute loyalty and shrinking retailer margins.

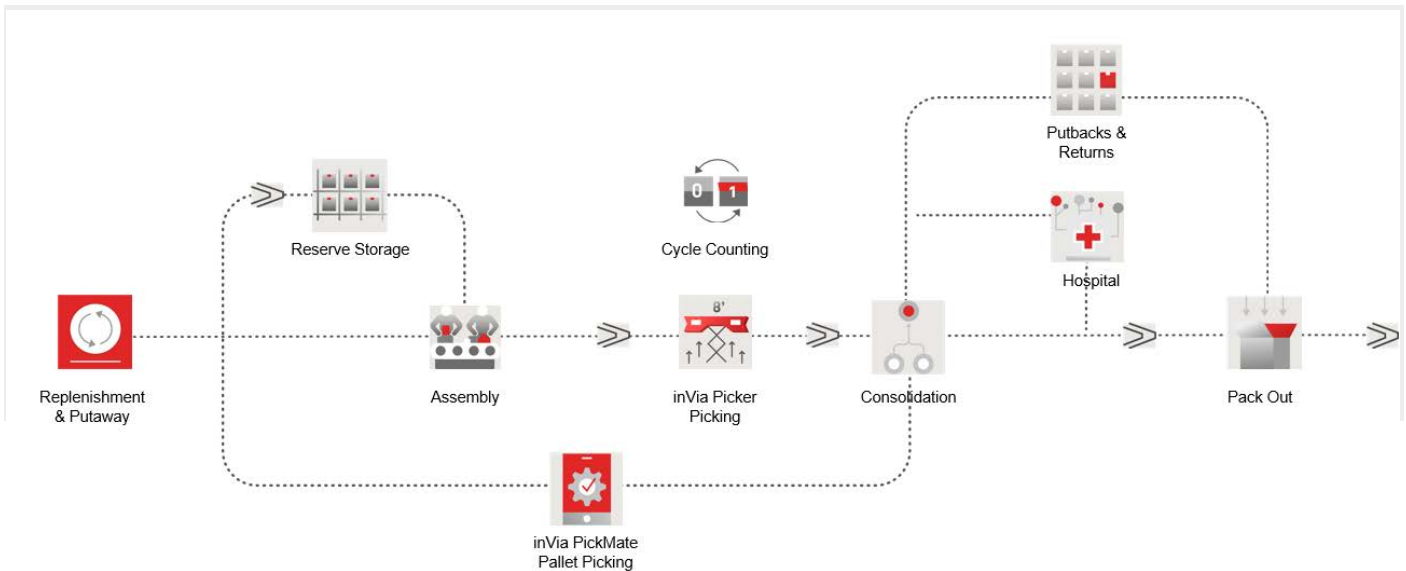
The latest Dell Validated Designs for Retail Edge is built to help solve these customer challenges and provide a path for all retailers to modernize their inventory management and fast track their order fulfillment plans. Easily retrofitted into existing warehouse and retail spaces, this solution scales with customer readiness, from software only deployments to full, robotic-assisted automated micro-fulfillment centers. Dell Validated Designs for Retail Edge provides the path for modern order fulfillment based on Dell edge computing platforms to help retailers meet customer expectations with increased efficiency.

## Optimize operations with intelligent automation

Dell Validated Designs are built to make it easier for customers to deploy and manage the applications that drive their business. InVia Robotics is the latest in our portfolio of retail solutions that will help customers modernize their warehouse operations and drive efficient order fulfillment. This solution achieves this by reducing one of the biggest costs and productivity inhibitors in order fulfillment, steps. InVia PickMate enables increased unit pick speeds by providing intelligent pathing to workers and clear guidance on packing goods. Order fulfillment productivity is further enabled by robotics, which automate significant walk times and brings goods to workers to finalize customer orders. InVia software and robotics have been shown to improve order fulfillment productivity by up to 5x.

## Simplified solutions without sacrificing choice

While validated designs make it easier to get your solutions up and running, it typically comes at the cost of flexibility. That's why we've tested and validated multiple management stacks, including VMware Edge Compute Stack, Microsoft Azure Stack HCI, and Linux. This allows your operators to take advantage of your



*Diagram of inVia order fulfillment*

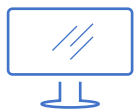
existing expertise while taking advantage of Dell's testing and validation. We've also validated a number of Dell PowerEdge servers including the XR4000, a versatile, rugged platform that is purpose-built for the edge and can handle a wide range of workloads. It is designed to be easy to manage and deploy, and offer a high level of physical and cyber security at the edge. Lastly, no edge deployment would be complete without simple and comprehensive services to keep your operations up and running. Dell Multi-vendor Support Services for Retail supports and manages all devices in the retail space, including servers, storage, handhelds, scanners, and more. Dramatically simplify your support footprint with Dell services and let us manage your technology so you can run your business.

### Security at every step

Deploying compute to the edge means an increased attack surface for hackers, and smart devices, such as handheld devices and robots, introduce new risks. That's why we offer a comprehensive suite of security software and services, including PowerProtect and our Cyber Resiliency Assessment services, which help customers measure and remedy vulnerabilities and gaps in their security profile. We worked closely with inVia to ensure this software fully complies with all major privacy regulations and in compliance with our own security standards. Dell is unique in our ability to verify supply chain integrity, ensuring the right products arrive at our customers untampered with, and simplified setup and professional services makes deployment easy. By packaging and pre-validating our edge solutions, we protect our customers by ensuring security at every step.

### Partnering with Dell Technologies

At Dell Technologies, we believe in providing you with the proven, validated solutions designed to provide you the digital transformation roadmap for your retail future. Our solutions portfolio and retail expertise helps you reduce the risk, cost, and complexity of designing and deploying new applications by leveraging comprehensive solutions that are aligned to your specific business requirements. Dell Technologies can help guide you through your digital transformation journey, providing you with the right edge solutions equipped to deliver significant improvements in efficiency, while enabling your business to remain agile and innovate.



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