

October 5, 2021



# Berkshire Grey and North Highland Partner to Deliver Intelligent Enterprise Robotic Solutions to Solve Global Supply Chain Challenges

## Partnership provides AI-enabled robotic solutions across the entire supply chain to increase fulfillment throughput

BEDFORD, Mass. and ATLANTA, Oct. 05, 2021 (GLOBE NEWSWIRE) -- [Berkshire Grey](#) Inc. (Nasdaq: BGRY), the leader in AI-enabled robotic solutions that automate supply chain processes, and North Highland, a leading change and transformation consultancy, today announced their partnership to build the next generation of resilient supply chains through intelligent robotic automation of eCommerce fulfillment, store replenishment and package handling. Berkshire Grey will provide North Highland's consulting team access to the most advanced AI-enabled robotic supply chain solutions designed to increase throughput, optimize labor and create a more agile supply chain for eCommerce and retail leaders.

With today's surging eCommerce demand, labor shortages and heightening customer expectations in terms of speed and quality, chief supply chain officers (CSCOs) are under more pressure than ever to optimize supply chain operations and improve supply chain resiliency. Offering the most comprehensive portfolio of Intelligent Enterprise Robotic (IER) solutions available, Berkshire Grey gives customers solutions that support order fulfillment across the entire supply chain. Berkshire Grey's extensive services include design, installation, testing and commissioning, and continued support leveraging cloud-based AI solutions for predictive maintenance, management of system operations, analytics and integration.

"Our clients are constantly looking for ways to increase efficiency in order fulfillment, store replenishment and package handling to strengthen their supply chain operations - especially given the current labor shortage. Labor availability is the most critical issue facing many of our clients, which is compounded by the upcoming holiday shopping season and lingering COVID issues," said Randy Moore, Associate Vice President, North Highland. "Berkshire Grey can help retailers solve these issues with robotics, which is why we're happy to partner with them and bring unique solutions to our clients."

Major retailers and consumer products companies trust North Highland consultants to advise and deliver cutting edge technology, which is why North Highland turned to Berkshire Grey's innovative robotic solutions. Berkshire Grey's solutions are used by some of the world's largest retailers, all of whom benefit from robotics solutions to get ahead of compounding supply chain problems.

"Berkshire Grey and North Highland have a shared vision that building robotic automation

into the transformation process early is essential to create a truly innovative supply chain,” said Peter Van Alstine, Senior Vice President and General Manager for retail at Berkshire Grey. “We look forward to working side-by-side with North Highland to deliver AI-enabled robotic solutions to the world’s top retailers.”

With this partnership, North Highland will become part of [Berkshire Grey’s Partner Alliance](#) (BGPA) program as a Consulting Partner. The BGPA program includes a select group of strategic partners that provide customers across the retail, eCommerce, 3PL, grocery, and package handling industries with scalable robotic solutions developed to improve fulfillment throughput while driving down operational costs. The BGPA program consists of market-leading consultants, integrators, technology providers and material handling leaders dedicated to providing value-added, AI-enabled robotic solutions to customers.

To learn more about Berkshire Grey, please visit [BerkshireGrey.com](#) and follow Berkshire Grey on [Facebook](#), [LinkedIn](#), [Twitter](#) and [YouTube](#).

### **About North Highland**

North Highland makes change happen, helping businesses transform by placing people at the heart of every decision. It's how lasting progress is made. With our blend of workforce, customer and operational expertise, we're the world's leading transformation consultancy. We break new ground today, so tomorrow is easier to navigate.

Founded in 1992, North Highland is an employee-owned firm - regularly named one of the best places to work. We have more than 5,000 consultants worldwide and 65+ offices around the globe. Meanwhile, we're a proud member of Cordence Worldwide ([www.cordence.com](#)), an international consulting alliance. For more information, visit <http://www.northhighland.com/> or connect with us on LinkedIn, Twitter and Facebook.

### **About Berkshire Grey**

Berkshire Grey (Nasdaq: BGRY) helps customers radically change the essential way they do business by delivering game-changing technology that combines AI and robotics to automate fulfillment, supply chain, and logistics operations. Berkshire Grey solutions are a fundamental engine of change that transform pick, pack, move, store, organize, and sort operations to deliver competitive advantage for enterprises serving today’s connected consumers. Berkshire Grey customers include Global 100 retailers and logistics service providers. More information is available at [www.berkshiregrey.com](#).

Berkshire Grey and the Berkshire Grey logo are registered trademarks of Berkshire Grey. Other trademarks referenced are the property of their respective owners.

### **Cautionary Safe Harbor Statement Regarding Forward Looking Statements**

This press release contains forward-looking statements regarding Berkshire Grey’s plans, beliefs, and expectations for continued growth in the need for, and sales of, our Intelligent Enterprise Robotics solutions, increased integration of our AI-enabled robotic solutions into our customers’ warehouses and facilities and our ability to accelerate the adoption of AI and robotics through partnerships. These forward-looking statements are based only on currently available information and our current beliefs, expectations, and assumptions. Forward-looking statements are subject to inherent risks, uncertainties, assumptions, and changes in

circumstances that are difficult to predict and many of which are outside of our control. If the risks materialize, assumptions prove incorrect, or we experience unexpected changes in circumstances, actual results could differ materially from the results implied by these forward-looking statements, and therefore you should not rely on any forward-looking statements. Some risks include changes in the cost and availability of labor or alternatives to our solutions, changes or cancellation of our orders and backlog which may be permitted by our terms with our customers, and other risks described in our filings with the Securities and Exchange Commission (“SEC”), including our Form S-1 (File No. 333-258991), and our future reports filed with the SEC, which could cause actual results to vary from expectations. Berkshire Grey assumes no obligation to update any forward-looking statements.

**Contacts:**

Method Communications for Berkshire Grey  
[berkshiregrey@methodcommunications.com](mailto:berkshiregrey@methodcommunications.com)

Sara Buda  
VP Investor Relations, Berkshire Grey  
[ir@berkshiregrey.com](mailto:ir@berkshiregrey.com)



Source: Berkshire Grey, Inc.