



# Grocery Lockers

bludot

## About Click & Collect

- ✓ StrongPoint is one of the first and biggest producers of click & collect lockers
- ✓ Temperature-controlled lockers for groceries, and regular lockers for parcels
- ✓ Designed in Scandinavia and built to survive even the most extreme weather conditions
- ✓ SaaS based software for automatic updates & remote management
- ✓ Loading app & provides push alerts for store
- ✓ Compliant with EU, US and Canadian food safety regulations

## 4 Temperature Zones for all SKUs

Flexibility to fulfill almost any order, any SKU, any store



**Frozen**  
- from -18C/0F to -21C/-6F



**Chilled**  
- from 1C/34F to 5C/41F



**Controlled Ambient**  
- from 12C/54F to 18C/64F



**Passive Ambient**  
- surrounding temperature



## The new alternative grocery pickup solution for speed, scale and safety

“Pickup is the new delivery”

*Jeff Wells, October 2020*



### Grocery E-Commerce Mega-trends:

- ✓ The surge in online demand driven by the COVID-19 pandemic has meant customers are looking for more ways of getting their groceries
- ✓ Online customers are maturing and demanding omnichannel experience
- ✓ Grocery retailers are seeing demand from all across their store network for online orders
- ✓ Pickup is now almost half of all online grocery sales (February 2021)

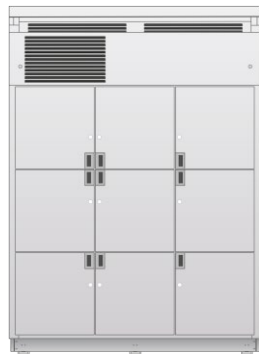
### Why grocery lockers are the solution:

- ✓ Provide 24/7/365 customer service
- ✓ Allows grocery retailers to reduce their labour costs for online fulfillment by up to 95% compared to home delivery
- ✓ Stores don't need to build new in-store infrastructure to fulfil BIPOS orders
- ✓ Contactless so appreciated by customers looking to minimise human contact
- ✓ Take up almost no space so can be used by any store, no matter how small

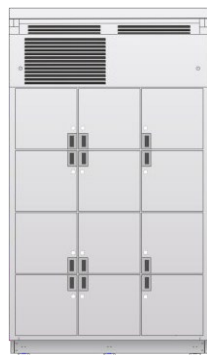
# Modular solution that can be tailor-made to almost any fitting



10 doors with terminal  
6 door Chilled, 4 Door  
Freezer or Chilled



9 doors  
Chilled or Ambient



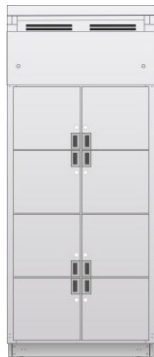
12 doors  
Freezer, Chilled  
or Ambient



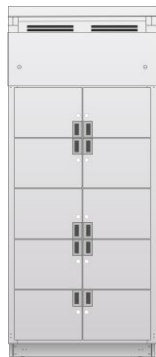
Outdoor Locker  
side view



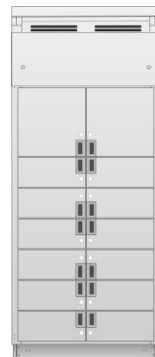
4 doors  
Passive  
Ambient



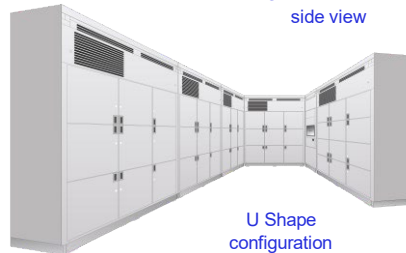
8 doors  
Passive  
Ambient



10 doors  
Passive  
Ambient



14 doors  
Passive  
Ambient



U Shape  
configuration



L Shape  
configuration

## Why grocery retailers love our lockers



4 temperature zones – fulfil orders from any SKU variety



Load whilst customers unload – no waiting to load new orders



Management app – contactless loading & push notifications



Fast loading – on average takes <1 min to load an order



Plug & Play – instant IT infrastructure integration



Fast ROI – estimate under \$0.5 cost per order, excluding staff efficiency savings



Remote management – diagnostics & control via cloud



Remote locking – so customer can't access their order in case of temperature irregularities



Rugged & durable – 5+ years deployed in temperature zones of -25C/-13F to 40C/104F

# Why customers love our grocery lockers



Open doors via smartphone – customer sent weblink for contactless pickup



Fast pickup – average customer uses <1 min to pick-up a full order



AI-age verification – allows for 24/7 pickup of age-controlled items



Individual locker reservation – allows disabled and mobility restricted customers to reserve lower compartments



Door lights – each compartment has a light that makes it easier and faster to locate your order



Big compartments – up to almost 200 litres of storage per compartment fits almost every order

# Grocery lockers for any store, any weather & any location



## Fixed inside or next to a store

Taking up almost no space, they can be placed against the wall of the side of your store or even close to a parking zone as a hybrid locker-drive thru solution for people in a hurry.



## Fixed in a convenient location inside or outside

StrongPoint's lockers are designed in Scandinavia and deployed in extreme weather conditions, from the extreme heat of the Mediterranean to the extreme cold of the Arctic circle. They can be deployed in almost location.



## Mobile lockers – pickup almost anywhere

StrongPoint is the world's first provider of purpose-built mobile grocery lockers. With this solution any location can become an online grocery hub – a gas station, a popular holiday resort, a University campus... the possibilities are endless.

# Thank you

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