

CASE STUDY: Moonwalkers™ Drive 2X+ Productivity Gains for PCLiquidations



PROBLEM:

How could PCLiquidations boost productivity and increase employee satisfaction too?

SOLUTION:

PCLiquidations warehouse workers now save 41 hours/week by wearing Moonwalkers™ robotic shoes, an experience one employee says, *"Makes this job fun."*

PCLiquidations buys used and discontinued IT hardware it then refurbishes and resells to price-conscious buyers around the United States.

From its 55,000-square-foot facility in Jacksonville, Florida, the firm

- Ensures the removal of any lingering data from the prior owner,
- Adheres to the most strict data security regulations and e-waste recycling protocols, and
- Provides world-class services to customers interested in refurbished products.

For over 30 years PCLiquidations has developed a well-honed system to maximize efficiencies as workers "pull" products from shelves for shipping, something employees do multiple times daily. Nevertheless, these warehouse workers can still walk upward of 20,000 steps daily to fill customer orders.

It was in this environment that Michael Castaldi, its Director of Operations and Development, discovered Moonwalkers.

Moonwalkers: AI-Informed Robotic Shoes

The premise behind Moonwalkers – AI-informed robotic shoes from Shift Robotics – is fairly straightforward:

“Moonwalkers enable wearers to walk up to 3X faster than normal.”

Simply put, Moonwalkers are robotic shoes that use AI to measure a user’s stride 100-times-per-second, thus enabling the software embedded in each shoe to adjust to the Gait Cycle of each wearer, thereby maximizing safety, performance, and enjoyment while walking.

Users simply strap Moonwalkers onto their closed-toe shoes and then “shift” the Moonwalkers into WALK Mode with a simple twist of the right foot to start walking faster than they ever have before. Users can also “shift” Moonwalkers into LOCK Mode so its wheels are locked into place and will not roll. This makes it possible for users to climb stairs, use escalators, step off of or onto a curb, and more.

This background fascinated Castaldi given the amount of “travel time” his colleagues spent walking throughout the warehouse each day.

Moonwalkers Deliver for PCLiquidations

With this information in mind, PCLiquidations began a six-week, real-world test and evaluation period of Moonwalkers.

Naturally, Castaldi ensured team members went through a strong training protocol. But when the review period was over, employees wearing Moonwalkers

- More than doubled the number of refurbished products they could pull from shelves for customer shipments, and
- Doubled the amount of newly received products they could put onto shelves.

In fact, Moonwalkers saved the company 41 hours of employee time each week, producing a Payback Period for the company of under 1 month per pair of Moonwalkers.



“PCLiquidations’ Payback Period for Moonwalkers? Under 1 month.”

Moonwalkers' Hidden Benefits?

On top of the greater productivity, PCLiquidations also gained another benefit.

"As one employee told me, *'Moonwalkers make this job fun,'*" Castaldi said.

And in a competitive job market, he added, retaining existing employees while attracting new ones is always critical to the success of any company.

Castaldi also recognized that Moonwalkers could help the company drive more sales too. How?

By enabling employees to refurbish more used IT hardware with the time saved by wearing Moonwalkers – up to 130 extra pieces weekly.

In other words, Castaldi says "saved time" should generate the firm **over \$825,000 in new sales annually**, all without adding a single employee.

To explore ways you too can deploy Moonwalkers' Technology to

- **Grow productivity,**
- **Boost employee satisfaction, and/or**
- **Increase revenue,**

please visit shiftrobotics.io/pages/business to schedule a time to visit with us.



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