

Scallog heads for Brazil with a new partner: Cubicc!



First it was Europe, then the USA and now Brazil! In a move to accelerate international expansion, Scallog has signed a new commercial partnership with Cubicc, a specialist in optimised picking and packing across South America.

Nanterre, 11th February 2021 - As an important pillar to its international development, **Scallog**, one of France's foremost suppliers of logistics robots, **has formed a commercial partnership with Brazilian company Cubicc**, a leading integrator in picking and packing solutions. Cubicc will **market the Scallog Goods-to-Person robotic solutions in Brazil and more widely in South America**, including Argentina and Chile.

In the words of **Oliver Rochet, Scallog's CEO**: ***"As a result of the unprecedented boom in e-commerce following the Covid-19 crisis, Brazil shows great potential for future growth as the demand for automated order picking in warehouses is increasing significantly. The pioneering nature of our solution in which mobile shelf units are brought to operators by robots will - coupled with Cubicc's expertise - help us to build a strong position in the automation market in South America, particularly in Brazil."***

Brazil, a country with great potential for development in automation - Brazil offers a perfect range of opportunities to boost Scallog's development. Besides its size and position as South America's largest economy, Brazil is currently seeing the expansion of **GAFAM and 850 French**

subsidiaries and is experiencing an **unprecedented boom in e-commerce**. This has mainly been triggered by the Covid-19 crisis and thousands of large Brazilian companies are **migrating to e-commerce** in the wake of lockdowns and social distancing measures. The result? A huge increase in the demand for e-commerce logistics. **Brazilian warehouses are having to innovate and acquire agile and flexible automation solutions with a rapid ROI** to meet this demand. Order picking solutions like the Scallog system are more relevant than ever in this country with over **139 million Internet users**.

Cubicc, an expert partner in the optimisation of picking and packing - To maximise the potential for growth in Brazil and South America, Scallog has chosen to join forces with expert integrator **Cubicc**, which has extensive experience in the **optimisation of picking and packing processes and already partners a range of European companies**. Located in Sao Paulo, **Cubicc operates in Brazil, Argentina and Chile**, and is a long-standing contributor to the automation of logistics processes in these countries.

Laercio Sant'Anna, Chairman of Cubicc, enthuses: *"In Scallog, we've found an innovative partner with great experience in AMR technology, a substantial, motivated company that makes each project a bespoke and unique experience. Every customer is treated with the same excellence and the same respect, irrespective of the size of their project, because they are passionate about what they are doing, as are we. More than just a provider of technology, we have found a partner for the long term."*

Rémi Badaroux, Scallog's Partners' Network Manager, explains further: *"In this complex country, geographically and culturally remote from Europe, it is essential to work with a **local expert**. One with **an excellent track record in the optimisation of logistics in this region**. With **Cubicc**, we will raise the profile of our innovative solution for logistics among professionals in the e-commerce sector and be able to bring our joint offering to customers providing e-commerce-driven logistics."*

About Cubicc:

Cubicc supplies and integrates innovative automated systems for retail and e-commerce businesses wishing to be more competitive by reducing operating costs and optimising order processing times. Unlike the traditional order processing systems (with a long ROI and poor performance) that are not aligned with the current exponential development of e-commerce, Cubicc provides cutting-edge solutions that meet the logistics challenges of today. Cubicc believes that a challenge should be seen as a way of moving the status quo to something better, a step that anticipates and is ready for the next innovation. Technological innovation is guiding humanity towards a more mature society with improved conditions and a better quality of life, and Cubicc is passionate about playing its part in this positive change. Cubicc is about the design and implementation of ultra-efficient 4.0 technology solutions that focus on the human aspect as well as logistics challenges. www.cubicc.com.br/

About Scallog:

Founded in 2013, Scallog is a French company that designs, manufactures and markets robotics solutions for the logistics sector to boost warehouse agility and productivity for 3PL, e-commerce, distribution and manufacturing companies. B2B and B2C consumer demand patterns are changing and the importance of product availability and delivery efficiency is increasing. The Scallog solution helps companies to achieve these by accelerating order picking and absorbing peaks in activity, whilst improving working conditions for employees. The investment can be phased to match changing requirements. Scallog's Goods-to-Person range includes the best intelligent decision-making and execution software and mobile robotics, meeting the need of logistics operators to increase order picking flexibility and integrate automation more widely in their warehouses. Scallog – the pioneer of scalable, flexible logistics robotics – is well-funded, has more than 30 customers and is now growing its presence in Europe and internationally. www.scallog.com

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