

An Online Mall that Delivers

To define and deliver next-generation retail ecommerce, [HDS Global](#) has developed RoboFS®, a robotic highly automated fulfillment system, and RetailerFS™, a mall ecommerce platform.

Consumers will be able to shop for fresher-than-store groceries and general merchandise from the world’s leading retailers via a multi-tenant site that incorporates each retailer’s branded experience.

They will enjoy the convenience of one cart and free, same-day delivery at store prices without a subscription. Our RoboFS powered fulfillment centers (beginning in 2018) will deliver orders quickly and conveniently using professional HDS couriers in HDS vans.

Market Opportunity

Annual ecommerce sales are projected to grow from today’s \$1 trillion to more than \$5 trillion within 15 years. And ecommerce can be vastly improved. Most shipments are via packaged delivery – small orders, boxed in wasteful packaging, inconvenient to return and ill-suited for transporting perishables.

The HDS Service

As a destination site featuring specialty retailers, the HDS online mall will capitalize on retailer strengths, including brand experience, product development, and distribution, so consumers can shop across all categories from hundreds of retailers and enjoy a complete selection of participating retailers’ products. HDS will partner with retailers rather than creating private label products that compete with them.

HDS fulfillment centers are designed to be compact and high capacity, requiring minimal labor. They can be closer to the customer, use smaller delivery vans and have shorter routes, resulting in low delivery costs and fast response times (five-hour service for routine deliveries and one-hour express delivery).

HDS can offer fresher-than-store perishables because of faster turnover, the elimination of on-display stress, and chill chain control to the home, and will have the capability to inexpensively customize meats and produce orders. HDS will feature reusable totes to eliminate wasteful packaging, professional couriers to make each delivery a positive experience (including effortless returns), and a customer-friendly “no tipping, please” policy. HDS will also offer premium services, including milkman-like recurring delivery windows and one-hour express delivery.

Operator Licensee Program

Each HDS fulfillment center has a projected annual sales capacity of \$200 million. To scale rapidly and globally, HDS will license operations by major metropolitan market. HDS has licensed its first major market, Chicago, through its Operator Licensee Program.

RoboFS Purchaser Program

The capabilities of RoboFS reach beyond ecommerce, and HDS has developed the RoboFS Purchaser Program to make RoboFS installations available to Global 200 manufacturers and distributors. Toyota, the world’s largest automaker, and Ingram Micro, the world’s largest electronics distributor, are participants in this program.

Ecommerce is transforming to serve tomorrow’s consumers. HDS plans to be in the driver’s seat.

