



#1 in the Business of Voice™

## Company Fact Sheet

Proven Solutions from  
a Proven Company



Vocollect, Inc. is the number one provider of voice directed workflow solutions for mobile workers worldwide, helping customers achieve a higher level of business performance through voice. Vocollect provides market-leading technology, products and services that enable the “Voice-Centric Warehouse Era”, so customers can significantly improve productivity, accuracy, worker satisfaction, and total cost of ownership. Through a solid foundation of products, channel partners, and investments in the future, Vocollect promises to provide customers and partners continuing value in the years to come.

### Fast Facts About Vocollect, Inc.

- Privately held company founded in 1987
- Pioneered the use of voice in industrial settings and now leading in the Voice-Centric Warehouse Era
- Growing sales exceeding \$100M in each of the last four years
- Debt free and well capitalized for future growth
- Headquartered in Pittsburgh, with sales offices in London, Tokyo, Hong Kong, Singapore, and São Paulo
- Development offices in Pittsburgh and New Delhi NCR
- Over 300,000 users globally in 60 countries and over 35 languages
- Customer base of over 1,500 companies worldwide with solutions deployed in 4,000 warehouses and distribution centers
- More than \$3 billion dollars' worth of goods are moved daily using Vocollect solutions
- 400 Vocollect employees worldwide and a Global Channel Network of over 2,000 Vocollect Voice experts

### Fast Facts About Solutions

- 61 patents issued, 49 patents in process
- Technology and product leadership –  
Over 15% of sales are invested in research and development
- Integrated and Optimized Voice-Centric Solution
  - Vocollect Voice Suite of Software Solutions
  - Vocollect Talkman Mobile Computing Devices
  - Professional Services and Support
- Solutions that voice-enable over 15 logistics workflows
- Serving diverse industries, including:
  - Automotive
  - Clothing & Apparel
  - Food & Beverage
  - Grocery
  - Pharmaceutical
  - Retail
  - Wholesale Distribution

## The Voice-Centric Warehouse Vision

Vocollect recently announced the emergence of the new “Voice-Centric Warehouse Era” where next generation in distribution centers (DC) and warehouses will base their material-handling management on voice-centric technologies. Over time, distribution processes have moved from “paper-centric” to “RF-centric,” and now, to “voice-centric.” Market research, conducted by Vocollect and confirmed by several independent studies, shows that voice-based workflows have been adopted in more than 10 percent of DCs and warehouses in Europe and North America, complemented by emerging growth in Asia-Pacific and Latin America. Further, voice is increasingly used across many workflows and processes beyond picking. Multiple case studies validate the benefits of voice – with productivity improvements from 20 to 40 percent, order accuracy improvements to 99.99 percent, traceability of controlled items and order fulfillment agility. Vocollect Voice is helping thousands of customers to more effectively address various business challenges including growth, cost reduction, productivity, throughput, accuracy, traceability and product mix changes.



### What's New at Vocollect

- New Vocollect Solutions & Products Launching in 2010:
  - Next Generation Vocollect Voice Software Suite
  - Premium Industrial Wearable Voice Solution
  - Industrial Wearable Voice Solution
  - Light Industrial Wearable Voice Solution
  - Vehicle Mount Talkman Solution
- 320 new customers have joined the Vocollect family between January 2009 and June 2010

- Growth initiatives via investment in Asia Pacific and the expansion into the US Public Sector
  - New Managing Director, APAC, Vance Lau
  - New Managing Director, Japan, Masahiko Uchida
  - New VP of Public Sector, Keith Johnson
- Organizational enhancements including:
  - New CEO, Joe Pajer
  - New VP of Sales, Americas, Mike Wills
  - New CFO, Steve Barto

To read more, please go to [www.vocollect.com/newslisting.aspx](http://www.vocollect.com/newslisting.aspx)

### Why Vocollect?

Why Vocollect? The answer is as simple - Vocollect is the only company dedicated to voice that offers customers optimized end-to-end voice-centric warehouse solutions that support strategic business requirements. Maintaining your competitive edge in this ever-changing and highly competitive global market requires greater efficiency, scalability of processes for business peaks and valleys, and improved end-to-end management – Vocollect is your solution.

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