Berkshire Grey Highlights What Businesses Should Know About Turnkey Robots

September 25, 2026

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Berkshire Grey highlights several practical considerations businesses should understand when evaluating turnkey robots for warehouse and distribution operations. As businesses evaluate robotics for fulfillment, sorting, material handling, and other logistics functions, understanding how these systems fit into existing workflows can help organizations make more informed decisions about where automation is appropriate.

Turnkey robots generally refer to robotic systems that combine the hardware, software, controls, and integration capabilities required to perform a defined operational task. Rather than assembling individual technologies independently, the major system components are designed to work together as part of a coordinated automation process.

Berkshire Grey notes that the term turnkey should not be interpreted to mean ?plug and play.? Successful automation still requires planning around workflows, product characteristics, facility layouts, upstream and downstream processes, software connections, safety requirements, and expected volumes.

One of the first considerations is identifying the operational problem automation is expected to address. Warehouses may involve repetitive processes such as picking, sorting, moving, unloading, or routing products, but each activity presents distinct requirements. A robotic system designed for one task may not automatically translate to another without changes to equipment, software, or workflow design.

Product characteristics also play an important role. Distribution facilities may handle cartons, totes, bags, individual items, irregular products, fragile merchandise, and packaging in a wide range of sizes and materials. Understanding the range of products that will move through a robotic system can help determine whether equipment is suited to everyday operating conditions.

It is also useful to evaluate less predictable situations. Damaged packaging, unexpected product orientations, changing inventory mixes, unusual item sizes, and seasonal fluctuations can affect how robotic systems perform. Reviewing and planning around these exceptions can provide a more realistic picture of operational

requirements than evaluating ideal conditions alone.

Integration is another central part of warehouse automation. Robotic equipment often needs to communicate with warehouse management systems, conveyors, sorting systems, inventory platforms, packing stations, and other technologies. The effectiveness of a robotic process can therefore depend as much on software and workflow coordination as on the physical robot itself.

For businesses reviewing turnkey robots, Berkshire Grey notes that the surrounding operation should be considered alongside the individual automated task. A robotic system may perform its assigned function efficiently, but overall results can still be limited when upstream processes cannot supply products consistently or downstream areas cannot accommodate the resulting volume. Looking at the complete flow of goods helps identify potential bottlenecks before implementation.

Facility design can create additional considerations. Existing warehouses often contain fixed conveyors, structural columns, established travel lanes, storage systems, and limited staging areas. These conditions can affect where equipment is installed and how products move between automated and manual processes.

Labor requirements are also part of the discussion. Robotics can be used for repetitive, physically demanding, or high-volume tasks, while employees may continue to handle exceptions, maintenance, supervision, inventory control, replenishment, quality checks, and activities that require additional judgment.

Scalability is another factor worth reviewing. A warehouse may have one set of requirements during typical operating periods and another during seasonal peaks. Future growth, additional product categories, and changes in order profiles can also affect system requirements.

Performance should also be viewed through more than a single metric. Pick speed, sort rate, or units processed per hour can provide useful information, but those figures do not necessarily reflect the performance of the entire operation. System availability, exception rates, replenishment, product presentation, downstream capacity, maintenance, and staffing can all influence overall results.

Safety and ongoing maintenance should receive similar attention. Robotic equipment operates in environments where employees, products, vehicles, conveyors, and other machinery may share connected work areas. Appropriate safeguards, operating procedures, maintenance planning, and employee training help establish the conditions needed for continued operation.

For Berkshire Grey, turnkey robots are understood as part of the complete warehouse operation rather than as standalone equipment. Businesses evaluating automation may benefit from considering implementation timelines, system integration, ongoing support, maintenance requirements, and how robotic systems will

interact with existing workflows over time.

About Berkshire Grey:

Berkshire Grey, a SoftBank Group wholly owned subsidiary, is a global leader in AI-driven robotics warehouse automation that transforms warehouse and fulfillment operations for parcels and logistics providers, 3PLs, retailers, and e-commerce customers. The company provides end-to-end automation solutions at scale across critical, high-volume workflows, from picking and sortation through dock automation. Powered by deep expertise in robotics, artificial intelligence, and software, Berkshire Grey enables customers to reduce labor risk, increase throughput, and flex operations in response to rapidly changing demand.

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