

# PARCEL LOCKERS FOR RETAIL

**M**ODERN EXPO



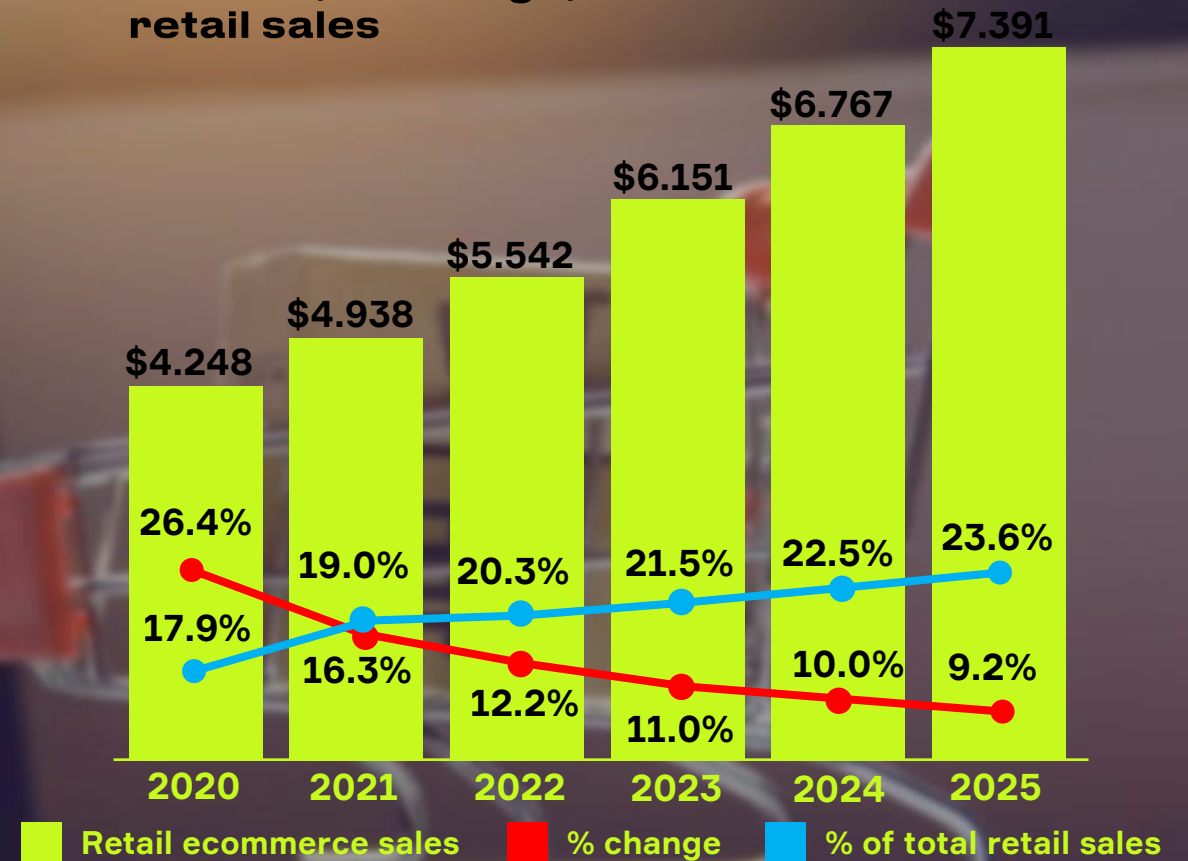
**Retail has always strived for innovation. It was the first industry where automation, advanced technologies and innovative machines appeared.**

**Nowadays, one of the key trends in retail development is online sales**

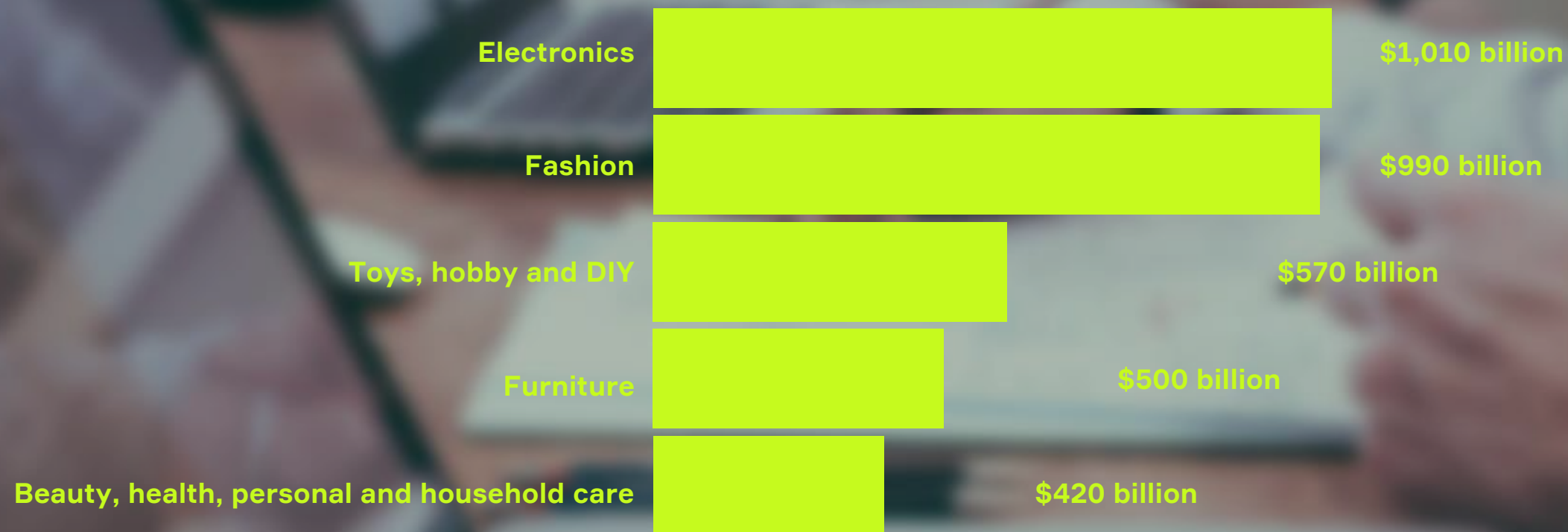
# MARKET GOES ONLINE

- By 2025, it's estimated that world retail ecommerce sales will exceed **7 000 billion USD** and the overall ecommerce share of retail sales will reach **24%**.

**Retail Ecommerce Sales**  
Worldwide, 2020—2025  
Trillions, % change, and % of total retail sales



# TOP ONLINE SHOPPING CATEGORIES Worldwide in 2022



# OMNICHANNEL

- This **omnichannel strategy** allows customers to experience the best of both worlds: online shopping and fast receiving.
- Despite the benefits it brings to customers, creating a seamless omnichannel model for your retail business has its challenges



A modern, minimalist building with a large parcel locker unit and a glass-walled structure. The parcel locker is a large, white, rectangular unit with a grid of compartments and a central access point. The building has a dark, metallic facade with a large glass wall on the right side. The scene is set in an urban environment with trees and a building in the background.

The main tool for implementing omnichannel retail is **CLICK&COLLECT**

**CLICK&COLLECT** means to order goods online and pick up at the store during working hours, or in **the parcel locker** near the store **24/7**



### **Lower delivery costs**

Delivery price is high. It especially feels too much when your online order is relatively inexpensive. Customers will benefit when they have an additional channel that can even be free of charge

### **Available around the clock**

Parcel lockers are working 24/7. This option is highly convenient and even faster for people with busy schedules or those buyers that have quick access to drop-off points

### **Upsell during weekends**

Retailers can generate more income while selling through Click&Collect on Sundays, considering offline stores are closed. This additional and convenient approach will bring more customer loyalty to the retailer

### **Increasing traffic**

20% who chose to pick up their orders in-store made an additional purchase when they came to get their products

### **First time delivery**

Customers won't miss a delivery ever again, facing no issues compared to home delivery

### **No wasting time staying in lines**

Modern shoppers count every available minute - it takes only 30 seconds to pick up their order in the parcel locker

### **Quick returns**

If the product doesn't fit or doesn't meet a customer's expectations—returns or exchanges are processed immediately rather than having to ship the order back



CLICK &  
COLLECT

# WHY CLICK&COLLECT? KEY FEATURES FOR RETAILER

## **Omnichannel**

additional channel of sales

## **Increasing traffic**

20% who chose to pick up their orders in-store made an additional purchase when they came to get their products

## **No delivery cost**

doesn't require any additional delivery costs

## **Cost per employee**

processing orders and receiving them doesn't require hiring new employees

## **Split the queue**

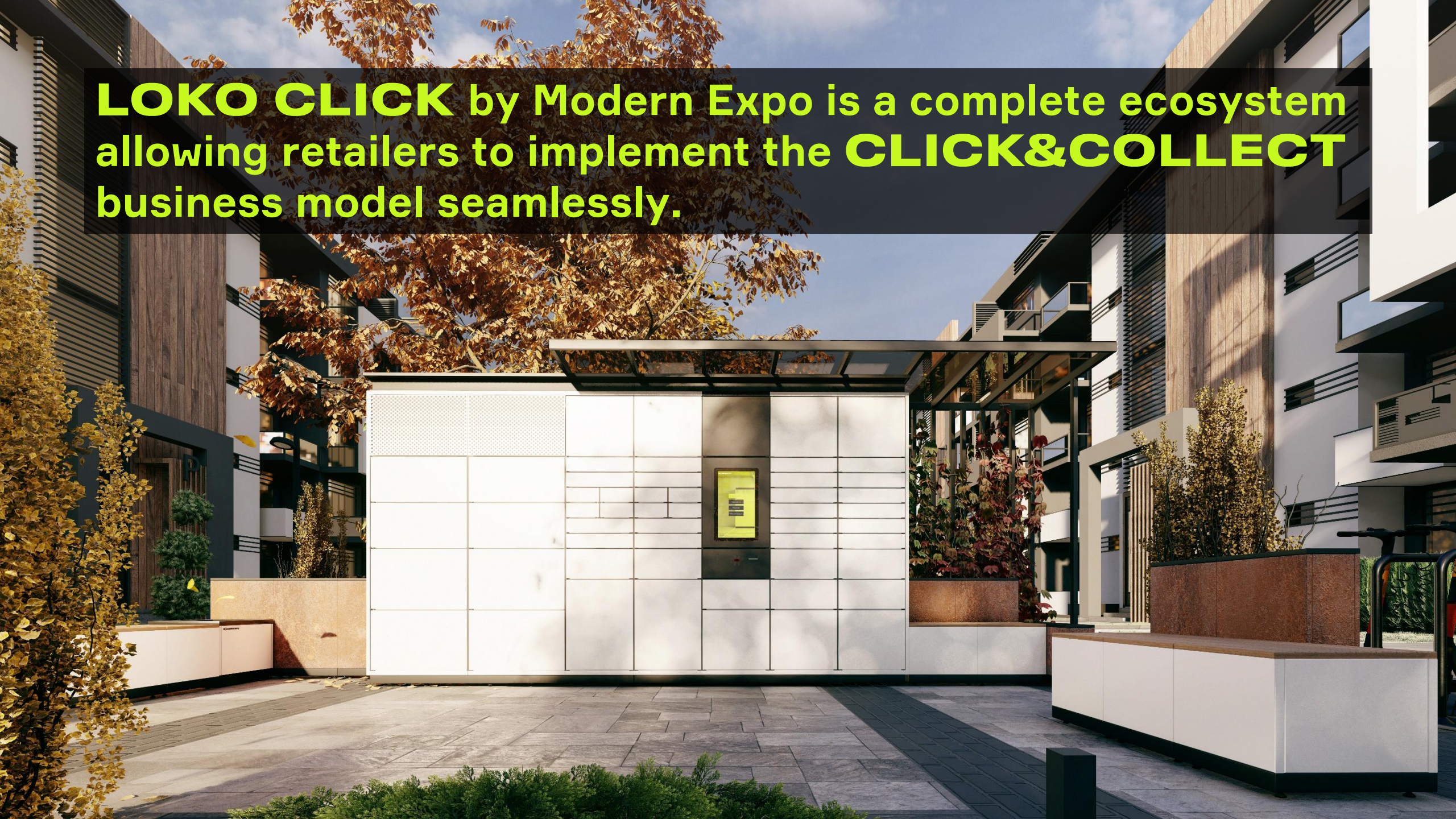
during busy hours, it's easy to split the queues using CLICK&COLLECT

## **Gain customer loyalty**

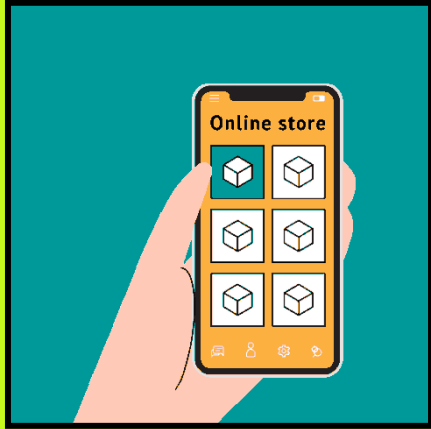
more opportunities for customers to get orders convenient and don't pay for the delivery



**LOKO CLICK** by Modern Expo is a complete ecosystem allowing retailers to implement the **CLICK&COLLECT** business model seamlessly.



# HOW IT WORKS



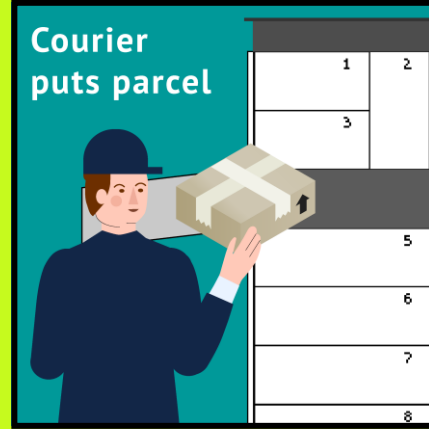
Client orders from Modern Expo **elastic online store**

1



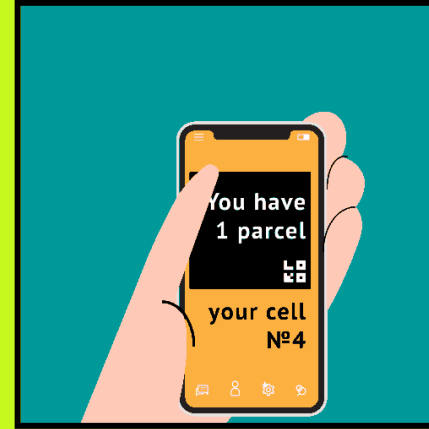
The administrator (picker) receives a notification in the Modern Expo **picker's app** about the new order and collects it

2



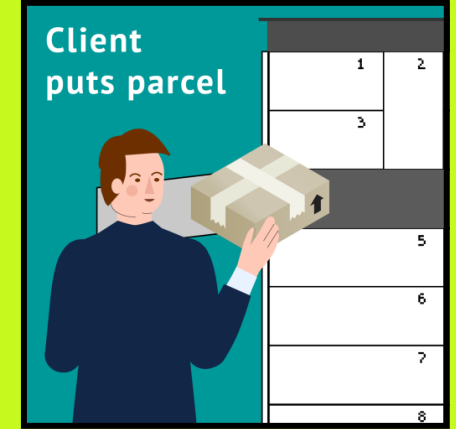
Courier puts the order to the Modern Expo **parcel locker** near the store

3



Client automatically receives **notification** to the integrated messenger, that the order is ready for pick up

4



Client **picks up the order** from Modern Expo parcel locker near the store

5

# ELASTIC ONLINE STORE

To start selling online, a retailer needs to have an online store.

Modern Expo provides **out of box elastic online-store**, where it's easy to add products, adapt UI according to retailers' brand book, order to the Modern Expo parcel locker and leave products reviews.

The website also includes a control dashboard for managing online orders and returns.



# PICKERS' APP

When the client completes the order, it automatically goes to picker's application.

Picker can find all the information about the order, product list, parcel lockers etc. in this app.

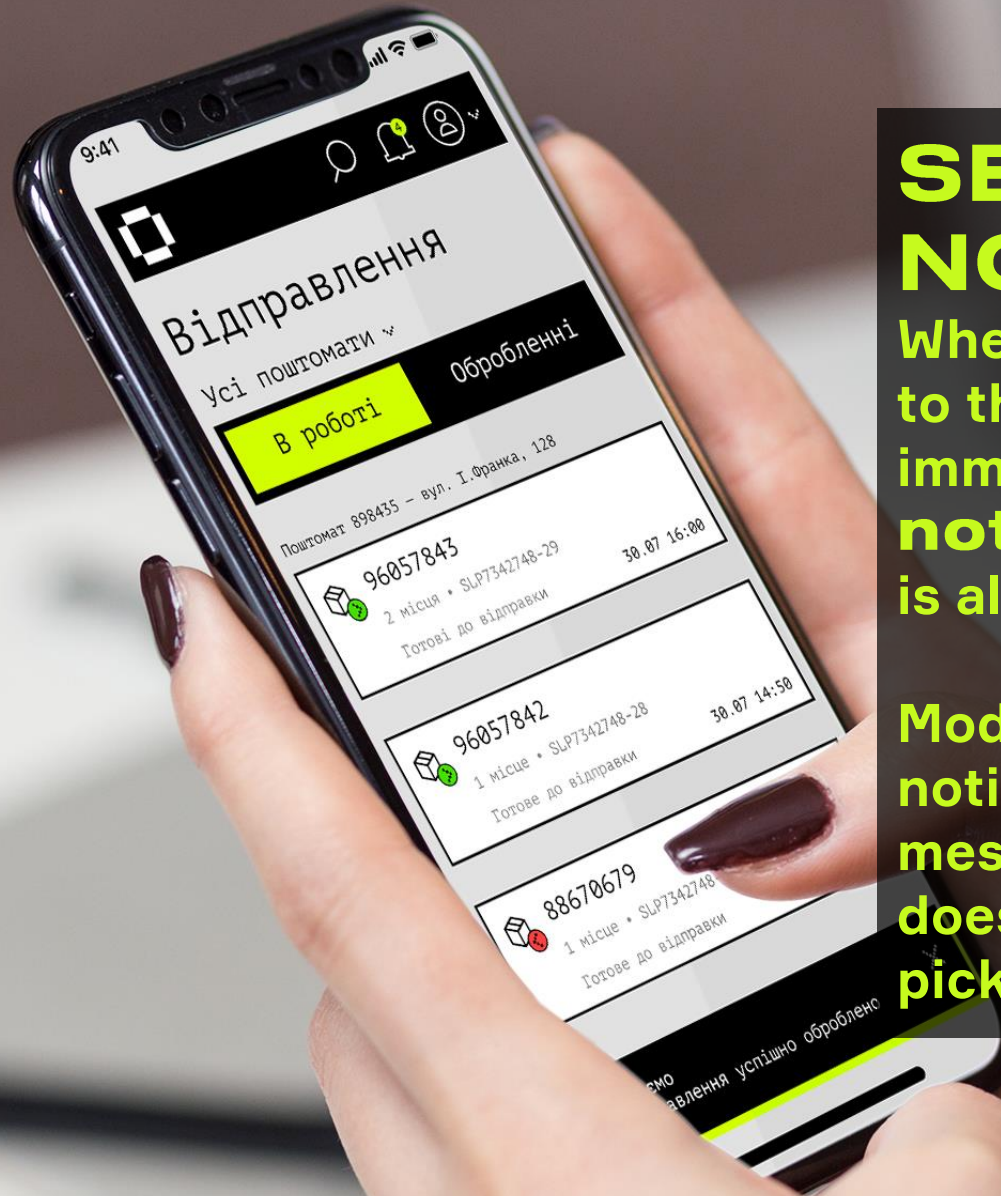


# PARCEL LOCKERS

On the next stage of **CLICK & COLLECT**, the picker puts the order into the **parcel locker** near the store.

Modern Expo's parcel lockers is an **eco-friendly solution**, where you can pick up your orders **24/7**.





## SEAMLESS NOTIFICATIONS

When the picker puts the order to the parcel locker, the client immediately receives a **notification** that the order is already done.

Modern Expo sends notifications to any convenient messenger, so the client doesn't need an application to pick up the order.

# CONVENIENT CONTROL DASHBOARD

Control dashboard collect all processes in one place:

- **Statistics of online-orders.**
- **Information about free and busy cells.**
- **Map of the parcel lockers.**
- **Possibility to control all parcel lockers remotely.**
- **Online store sales analytics.**



# INTEGRATION OPTIONS



## FULL SERVICE PACK

Elastic online store  
Convenient dashboard  
Locker interface  
Courier app  
Client app  
Service app  
Support

1



## TAILORED SOLUTION

Backend to backend: parcel  
lockers management software  
from Modern Expo integrated  
with retailer's ERP/CRM  
Locker to retailer's ERP/CRM  
Etc

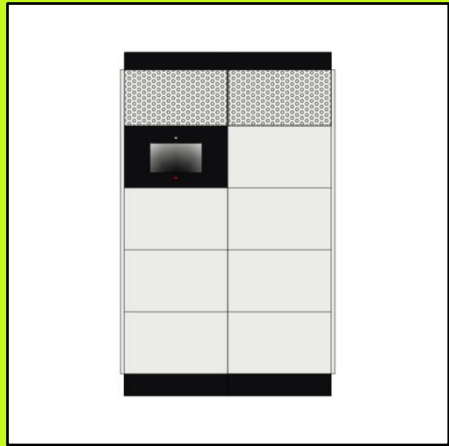
2



# INTEGRATIONS WITH



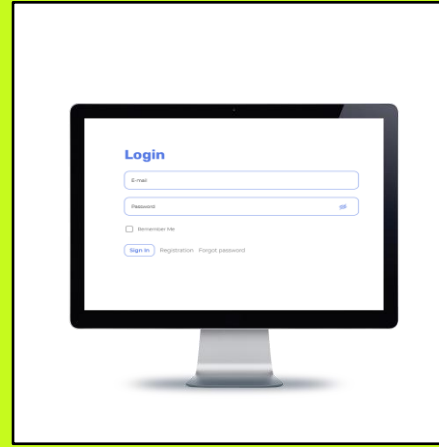
# SEAMLESS IMPLEMENTATION



**Install** a parcel locker near store.



**Register** retailer account on Modern Expo online platform.



**Receive** the welcome email with login credentials.



**CLICK & COLLECT** is ready to use. Start managing your retail account.

**1**

**2**

**3**

**4**

A modern, modular locker unit is shown in an outdoor setting. The unit is composed of light grey panels and a central locker with a bright green interior. To the right of the locker is a planter box with a dark brown base and a metal frame containing green plants. The unit is situated on a paved area with a large, dark brown, textured wall in the background. The scene is set against a clear sky with some buildings and trees visible in the distance.

**Modern Expo's product portfolio includes parcel lockers for various types of retail: food , non-food, and even DIY**

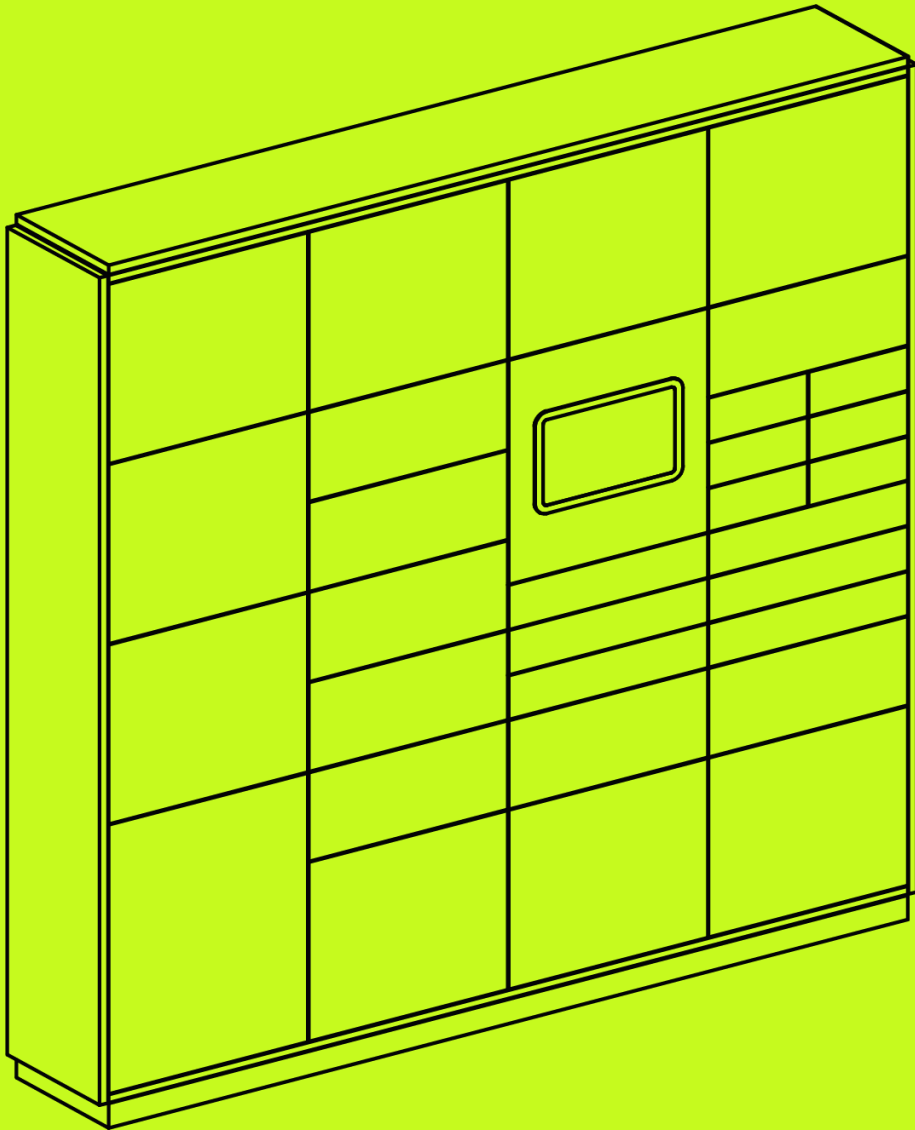
# **NON-FOOD RETAIL**

**Online sales in electronics, fashion, beauty, health, petcare and other non-food categories of retail are holding a significant share of global e-commerce market.**

**Implementation of additional channels of sales in these fields has become an integral part of the business**

# **NON-FOOD RETAIL**

**Modern Expo's multifunctional indoor parcel locker is the perfect Click&Collect tool for retailers. Flexible and modern design can be easily adapted to all segments of non-food retail and a reliable in-house developed software allows to deploy of a parcel lockers network in a seamless way**



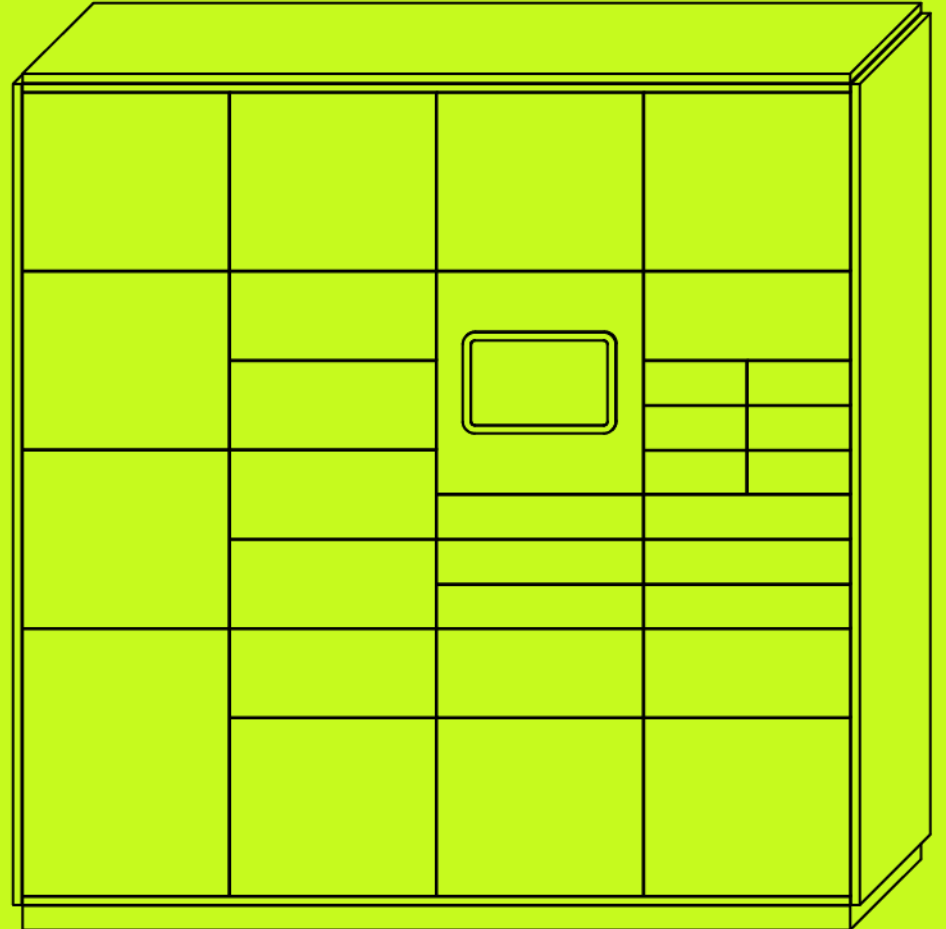
## **FEATURES**

- **Screen-operated**
- **Customization of cells**  
dimensions Suitable for all segments of the market
- **Modern design**  
meets all requirements of retailer's indoor space
- **Inner cells dimensions (mm):**  
Height: 100, 210, 430, 650  
Width: 185, 440  
Depth: 470, 675
- **Power supply**  
220V

# CREATE YOUR OWN PARCEL LOCKER

## BASIC MODULES

- **Main column — 1 piece for each parcel locker (can operate up to 20 columns)**
- **Postal column— quantity according to the request**



A modern building with a glass facade and a white locker unit in the foreground. The text is overlaid on the image.

# **CLICK & COLLECT FOR FOOD RETAIL**

**The global online grocery shopping market was valued at \$419 billion in 2021 and is projected to exceed \$2160 billion by 2030, growing at a CAGR of 20% from 2022 to 2030**



A modern architectural scene featuring a wide set of concrete steps leading up to a building. The building's facade is composed of large glass panels and vertical, metallic, wavy slats. The lighting is soft, suggesting dusk or dawn. The text is overlaid on the lower portion of the image.

**Loko FRESH is a unique development of Modern Expo and an excellent instrument for improving brands' omnichannel communication with their clients**



# FEATURES

- **Temperature class**
  - Cooling
  - Freezing
  - Ambient
- **Eco-friendly refrigerant**
  - Propane R290
- **Quality**
  - Temperature compliance and energy consumption tested in laboratory according to the ISO23953
- **Flexible design**
  - Can be installed in one line with Loko Logis
- **In-house developed software**
  - Open API
  - Elastic online store
  - Control dashboard
  - Picker's app
  - Client's app

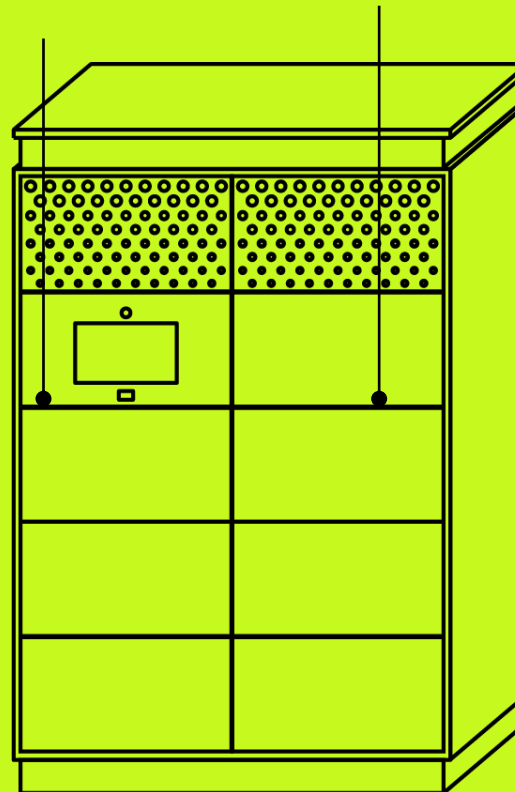
# CREATE YOUR OWN LOKO FRESH

## BASIC MODULES

- **Cooling column** – quantity according to the request
- **Freezing column** – quantity according to the request
- **Ambient column** – quantity according to the request
- **Main column** (cooling or ambient) – 1 piece for each parcel locker (can operate up to 20 columns)

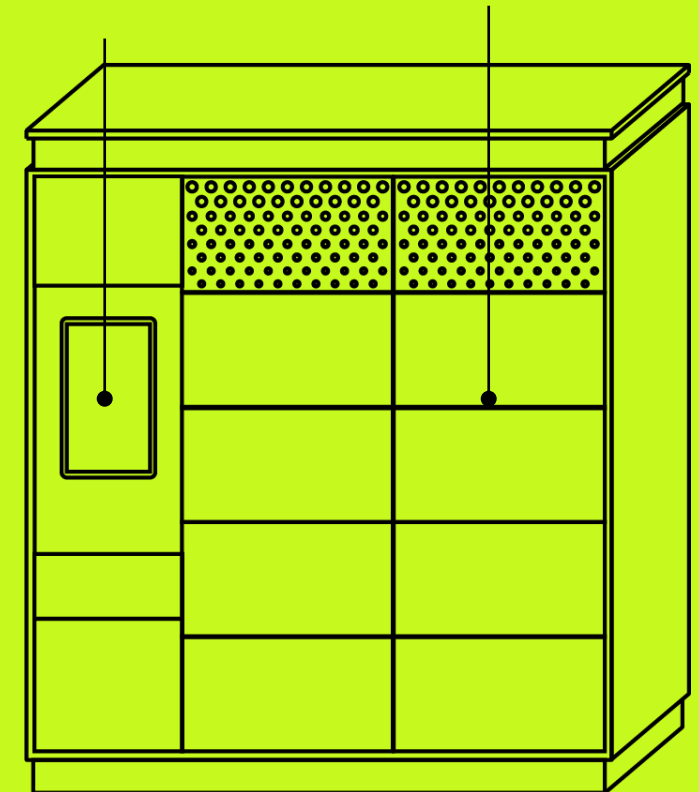
Loko LOGIS  
terminal standard

Loko  
FRESH



Loko LOGIS  
terminal standard

Loko  
FRESH



# CASE STUDIES

# COLUMAT

SPAIN

pilot project

**Local integrator partners  
with retailers to create  
lockers network**



# JUSTIN & SILPO

UKRAINE

pilot project

**Logistic operator JUSTIN** in collaboration with **retailer SILPO** has launched a **new food delivery service** from the supermarket to the parcel locker by Modern Expo.



# VOLI

## MONTENEGRO

pilot project

**Biggest food-retail chain in Montenegro now offers to their clients omnichannel experience**



# **CLICK & COLLECT FOR DIY RETAIL**

**Online DIY sales are anticipated to witness faster market growth during the forecast period and generate a revenue of \$148 billion by 2030, growing from \$89 billion in 2021, with a CAGR of 5%**



# **CLICK & COLLECT FOR DIY RETAIL**

**Retailers need to implement more convenient ways for ordering and picking up parcels. Modern Expo's answer to this trend is ready to use Click&Collect Ecosystem for DIY stores**

# FEATURES

- **Modular design**

Easy to add columns from both sides

- **Special compartments for oversized items**

Inner dimensions (HxWxD) mm:  
**1160x1200x1000**

- **CCTV surveillance cameras**

Automotive approach

Reliable design

LEAN production

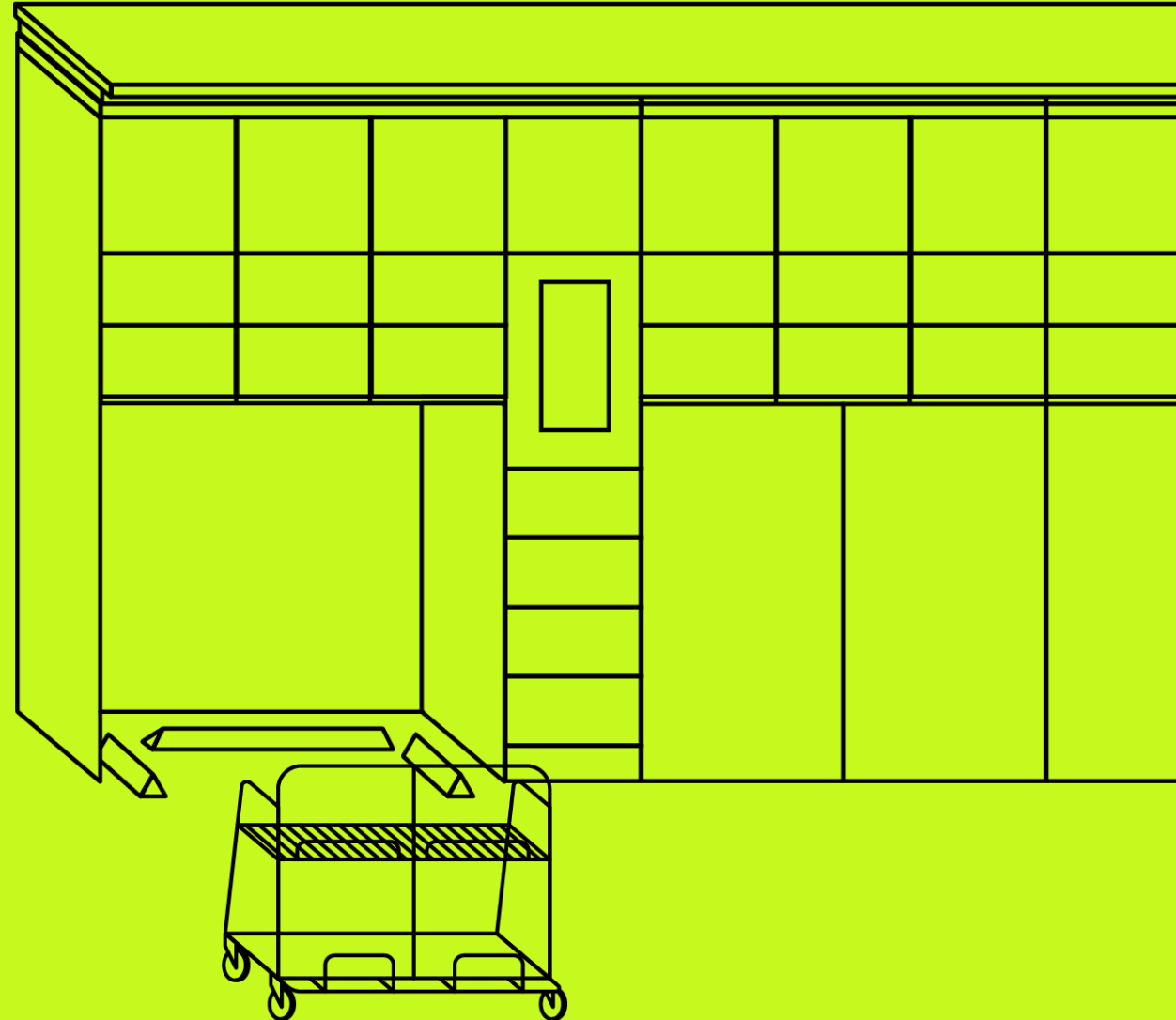
Quick and easy maintenance

- **Weight of column with XXL-cells**

**280 kg**

- **Weight of main column**

**85 kg**



# CREATE YOUR OWN DIY PARCEL LOCKER

## BASIC MODULES

- **Main column — 1 piece for each parcel locker** (can operate up to 20 standard columns)
- **Standard column with XXL cells** – quantity according to the request



# CASE STUDIES


# CASTORAMA

## POLAND

> 90 lockers

**CASTORAMA is the largest chain of Home Improvement (DIY) stores in Poland. We've installed about 100 parcel lockers near every CASTORAMA store — they became the first DIY chain with so many Click&Collect points!**





**We can proudly say, that Modern Expo produced more than 500 000 cells and has become one of the leaders on the European market**



**ABOUT US**



**M<sub>2</sub>DERN EXPO**

Today we have become a platform bringing together leading professionals into powerful teams of **R&D, IT, retail design, engineering**, etc., working in synergy to create the perfect retail of the future by Modern Expo.

 **MINT**

[IT]

 **SQUARES**

[DESIGN]

 **ENGINEERING**

[MACHINERY]

WE CREATE  
RETAIL NEW

**MODERN EXPO has been a top company in creation of modern retail for more than 20 years.**



**We are convinced that modern retail is a phenomenon encompassing a multilevel system of obtaining goods with the ultimate consumer. Today, it's not just the physical store space, but also the solutions for E-commerce, warehouses, logistics and integrated supply chain. Therefore, one of the leading directions of our work is developing products and services for the last mile, with a focus on parcel lockers solutions.**



Modern Expo is **9** high-tech  
**PRODUCTION UNITS** specializing  
in different types of equipment. Our  
manufacture is one of the most powerful in the  
world, we provide mass replication in roll-outs  
and ensure meeting each of our products with  
European safety and quality standards (EN and  
FEM).

# MODERN GEOGRAPHY

A map of Europe and the Middle East with city names marked. The cities shown are London, Paris, Berlin, Warsaw, Lublin, Lutsk, Kyiv, and Dubai. The map is a simple outline showing country borders.

We supply our  
products to more  
than **75** countries

# MODERN NUMBERS

**2200** employees

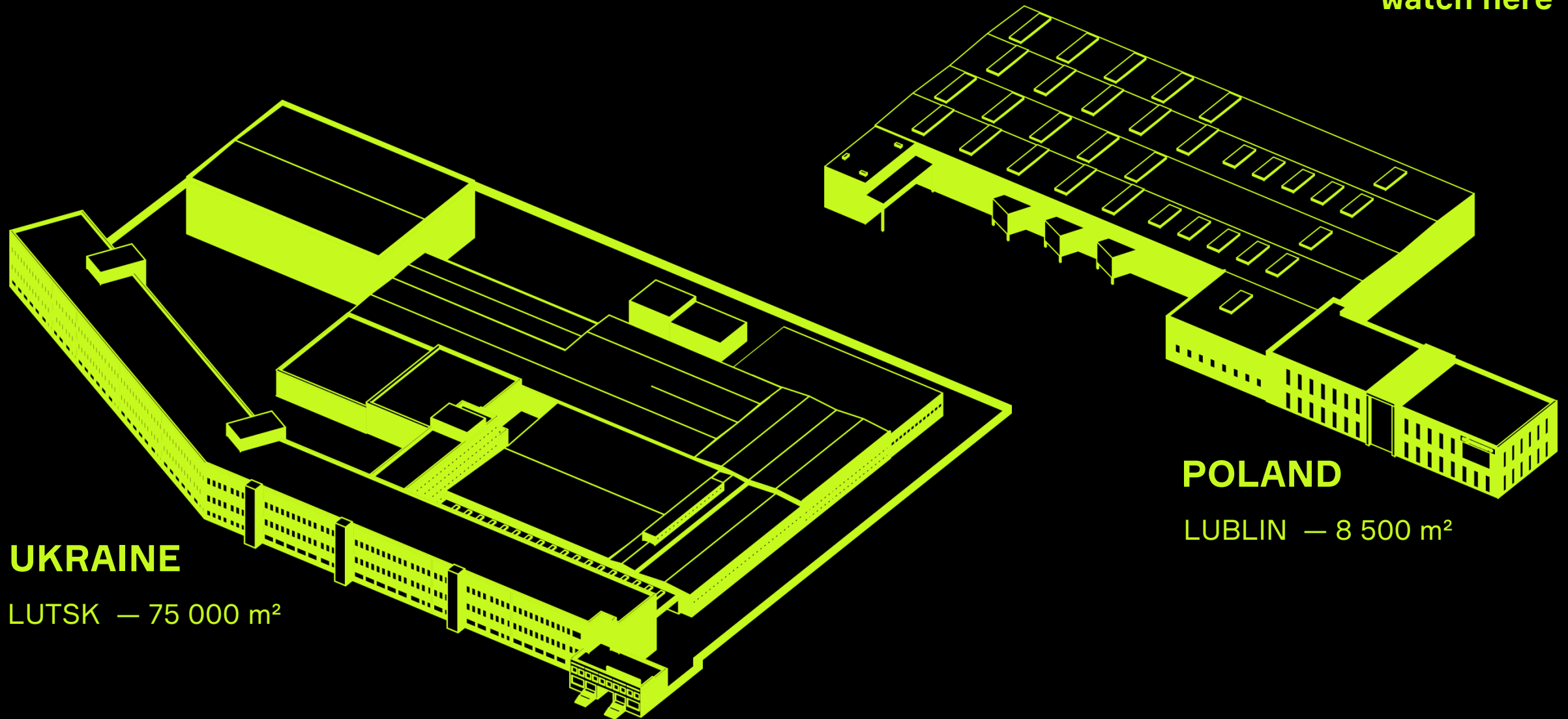
**83 500 m<sup>2</sup>** production facilities

**100+** dealers

# MODERN WORLDS



watch here



**UKRAINE**

LUTSK — 75 000 m<sup>2</sup>

**POLAND**

LUBLIN — 8 500 m<sup>2</sup>

# MODERN CLIENTS

castorama



Carrefour

allegro

WAITROSE



Intermarché

zabka



SAMEDAY  
yourway.

SPAR



zlinic preturi mici

ATB

coop

أسواق التميمي  
tamimi markets

صيدليات الدواء  
al dawaa pharmacies  
رعاية بلا حدود | Unlimited Care

REWE



CONAD

نستو  
NESTO  
All that you need.

DOLLAR\$TORE  
Mighty fine prices Every Day

araz

E.Leclerc

MIX  
Mart

ROSSMANN



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