# Dossier: OPEX SYSTEMS, LLC

## SBIR Award Details

**Award Title:** N/A

**Amount:** $1,788,866.00

**Award Date:** 2023-07-19

**Branch:** DARPA

## AI-Generated Intelligence Summary

**Company Overview:**

OPEX SYSTEMS, LLC, based in Moorestown, NJ, is a provider of innovative automation solutions for warehouse, document, and mail processing. Their core mission is to design and manufacture high-performance automation equipment that streamlines workflows, reduces labor costs, and increases throughput for businesses across various industries, including government and defense. They aim to solve the problem of inefficient and labor-intensive material handling processes, focusing on automating tasks such as document scanning, mail sorting, and order fulfillment. OPEX offers a unique value proposition by providing end-to-end solutions tailored to specific client needs, emphasizing modularity, scalability, and a lower total cost of ownership compared to traditional automation systems. They differentiate themselves through their in-house engineering, manufacturing, and service capabilities.

**Technology Focus:**

* iBOT Warehouse Automation:\*\* Utilizes robotic vehicles (iBOTs) that navigate independently within a warehouse environment using wireless communication and advanced sensors to pick, transport, and deliver items directly to workstations or shipping areas. This system avoids the need for traditional conveyor belts and aisles, maximizing space utilization and improving order fulfillment speed.
* Falcon Series Mail and Document Automation:\*\* High-speed scanners and sorters designed for processing large volumes of mail and documents. These systems utilize advanced image processing and optical character recognition (OCR) technology to extract data, sort documents based on pre-defined criteria, and prepare them for digital archiving or other downstream processes.

**Recent Developments & Traction:**

* June 2023:\*\* OPEX announced a significant expansion of its manufacturing facility in Moorestown, NJ, to meet increased demand for its warehouse automation and document scanning solutions. This expansion underscores OPEX's growth and commitment to its manufacturing base in the United States.
* Partnership with Global Systems Integrators:\*\* OPEX has recently fostered partnerships with multiple global systems integrators to expand its reach and facilitate the implementation of its automation solutions in various industries and geographies. Details are scarce on specific partners, however, this expansion indicates a strategic focus on broader market penetration.
* Emphasis on Government Solutions:\*\* OPEX has actively highlighted its solutions for government agencies, including document management and automation for postal services and defense logistics. While specific contracts are not readily available publicly, their marketing materials clearly target this sector.

**Leadership & Team:**

* David Stevens (CEO):\*\* Information regarding David Stevens' specific prior experience is limited in publicly available resources. However, as CEO, he is responsible for the company's overall strategic direction and growth.
* Monte Sandler (President, OPEX Warehouse Automation):\*\* Information regarding Monte Sandler's specific prior experience is limited in publicly available resources. However, as President of the Warehouse Automation division, he is responsible for the company's strategy within the sector.
* Danny Asnen (President, OPEX Document and Mail Automation):\*\* Information regarding Danny Asnen's specific prior experience is limited in publicly available resources. However, as President of the Document and Mail Automation division, he is responsible for the company's strategy within the sector.

**Competitive Landscape:**

* Dematic:\*\* A major global player in warehouse automation and intralogistics. OPEX differentiates itself through its iBOT technology's ability to navigate warehouses without fixed infrastructure (conveyors), offering greater flexibility and scalability, potentially at a lower upfront investment compared to Dematic's more complex, integrated systems.
* Kodak Alaris:\*\* While Kodak Alaris focuses primarily on document imaging and scanning, they compete with OPEX's Falcon series in the document automation space. OPEX differentiates itself by offering a more complete end-to-end solution, including sorting and workflow automation capabilities integrated with its scanning technology, rather than solely focusing on the image capture aspect.

**Sources:**

1. [https://www.opex.com/](https://www.opex.com/)

2. [https://www.mhlnews.com/warehousing/article/22844710/opex-corporation-announces-corporate-expansion](https://www.mhlnews.com/warehousing/article/22844710/opex-corporation-announces-corporate-expansion)

3. [https://www.modernmaterialhandling.com/companies/opex-corporation/](https://www.modernmaterialhandling.com/companies/opex-corporation/)

4. [https://www.youtube.com/watch?v=i9WlXf3M9yM](https://www.youtube.com/watch?v=i9WlXf3M9yM) (OPEX iBOT Video)