

ARE YOU TOO SMALL FOR ROBOTICS?

Answer 5 questions to find out



Call (866) 397-7388

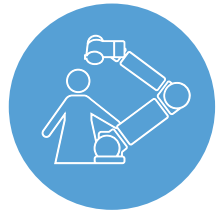
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MAKE SURE YOU'RE ASKING THE RIGHT QUESTIONS

If you're a small or mid-sized manufacturer, or are facing the challenges of low-volume, high-mix production, you may be wondering if robots are right for you. But if you've resigned yourself to manual production just because you're not a big national manufacturer, then maybe you're not asking the right questions.



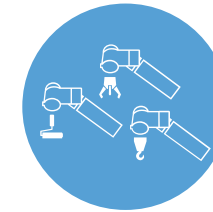
Do I need
to automate?



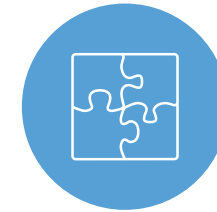
What are
my robot options?



Can I afford
to automate?

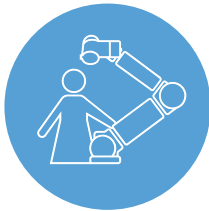


What processes
can I automate?



Are cobots
right for me?

*OUR SHORT WORKBOOK WILL GUIDE YOU THROUGH THE MOST IMPORTANT CONSIDERATIONS
FOR ROBOTICS IN SMALL AND MID-SIZED MANUFACTURING.*



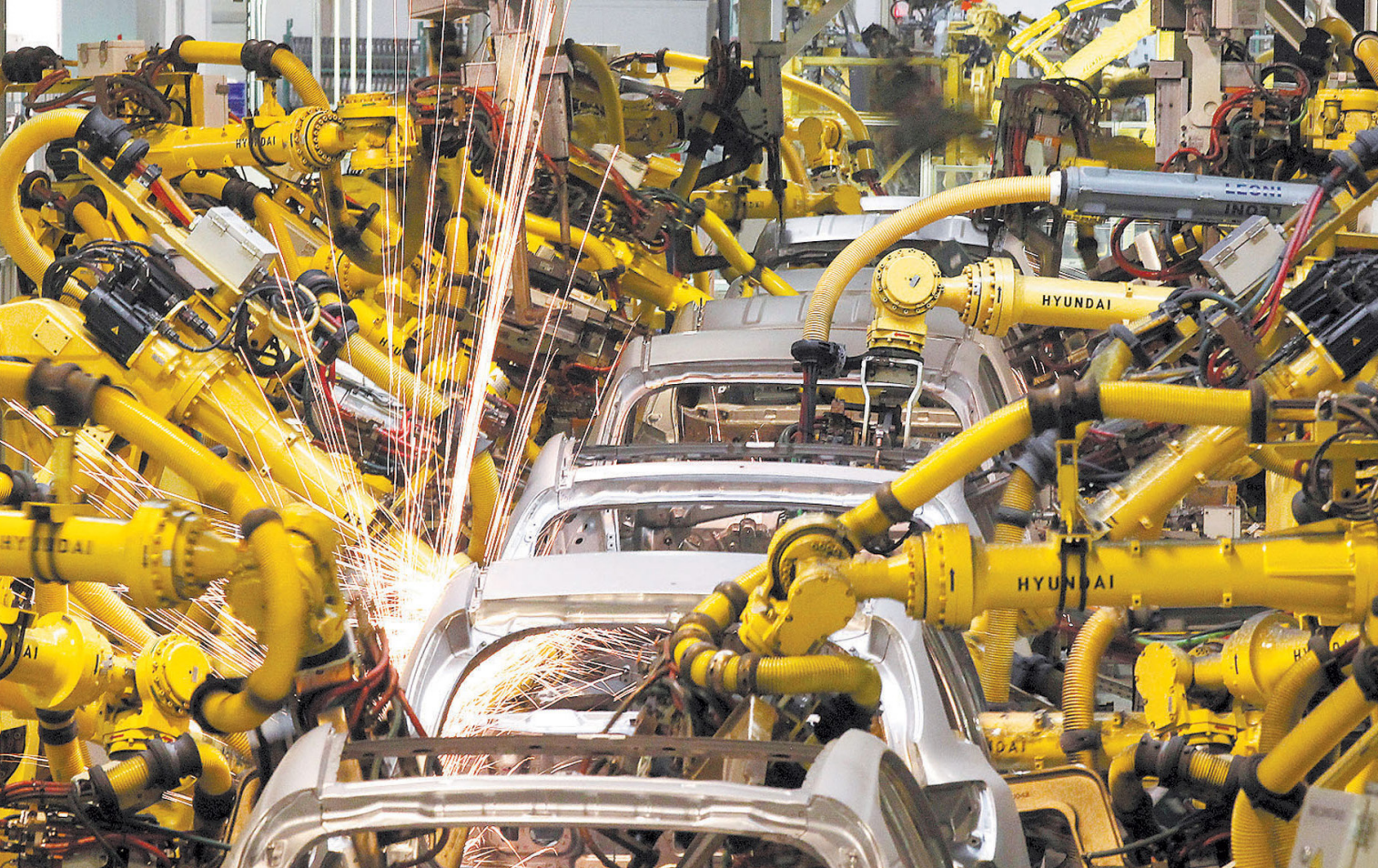
DO I NEED TO AUTOMATE?

Start by putting aside any pre-existing ideas about the cost or complexity of robotics. Now take an impartial look at whether your business challenges can be addressed by automating manufacturing processes.

Possible business challenges:	Yes	No
Competition is stiff and I need new ways to cut costs		
I need to improve product quality		
I need to reduce waste – in time, materials, or both		
I need more flexibility to adapt to changing product demand		
I'm struggling to fill positions for repetitive manual jobs		
Temporary workers aren't reliable or take too much time to learn our processes		
Repetitive or dangerous processes are impacting my workers' health and safety		
I need to grow my business without overextending		

IF YOU ANSWERED YES TO ONE OR MORE OF THESE ISSUES, THEN AUTOMATION IS DEFINITELY WORTH CONSIDERING.





WHAT ARE MY ROBOT OPTIONS?

Robotics for manufacturing typically falls into one of two categories: industrial robots and collaborative robots (or cobots). Check off the elements that most closely meet your needs.

Industrial robots	✓	Collaborative robots	✓
I have space for large, fixed equipment		I have limited space on my floor	
I need high-volume, high-speed, extremely accurate production		I need to automate processes that take place alongside human workers	
I need to automate dangerous or high-speed processes that require a safety cage to protect workers		My processes and volume requirements can be accomplished at about the same speed as a human worker	
I don't need flexibility to change processes or product line automation		I need flexibility to automate a variety of processes with minimal downtime for changes	
I have programming and integration expertise in-house		Robot must be easy to teach and use with little or no experience	

For many small and mid-sized manufacturers, cobots offer an ideal option.



CAN I AFFORD TO AUTOMATE?

While the upfront cost of both types of robot is similar, what's below the surface defines how much your total automation solution will cost. Calculate how fast your investment will pay for itself by comparing total annual expenses.

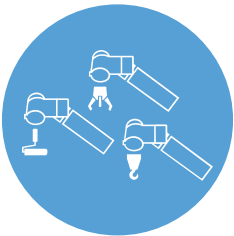
Robot	\$*	Manual	\$*
Hardware cost		Worker Salary	
3-Phase Power Infrastructure		Benefits	
Integration / Programming		Training	
End-of-Arm Tooling		Downtime	
Fencing & Guarding		Overtime	
Light Curtain		Material Waste	
Safety Scanner		Product Scrap	
Software License			
Maintenance / Repair Services			
Total Robot Cost		Total Manual Labor Cost	

* Estimated Cost in Dollars

Cobot	\$*
Hardware Cost	
Plugs into 110V Outlet	0
Free Online Training	0
End-of-Arm Tooling	
Onsite Maintenance	
Total Cobot Cost	

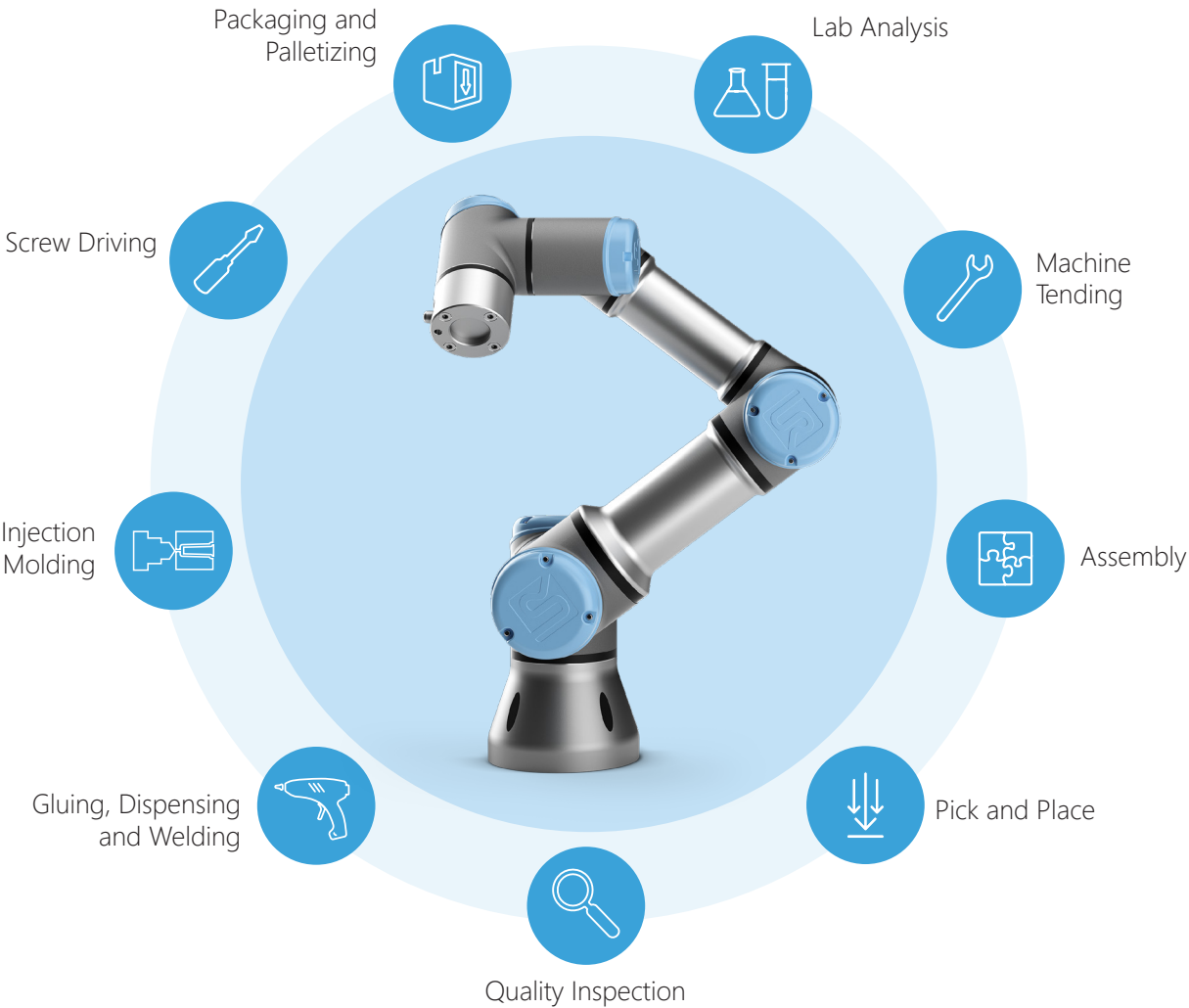


Click to see the UR+ ecosystem of cost-effective end effectors and other accessories.



WHAT PROCESSES CAN I AUTOMATE?

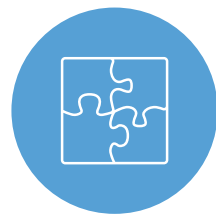
Cobots can automate many different applications. They're small and lightweight, so they can be easily moved around your shop floor to different processes. They're easy to program, and you can save programs to reuse.



What can I automate?	✓		✓
Pick and place		Mounting	
Packaging and palletizing		CNC loading/unloading	
Polishing		Assembly	
Analysis and testing		Screw-driving	
Repetitive, manual processes		Gluing and dispensing	
Injection molding		Dangerous or injury-prone jobs	
Quality inspection		Jobs that don't need human dexterity, critical thinking, or on-the-spot decisions	
Machine tending			

Cobots are ultra-flexible tools that can perform a similar range of applications as the human arm. But the cobot has a wider range of motion, doesn't get tired, and can perform dangerous tasks without risk of injury.

Click to see cobots
in action in a wide
range of applications.



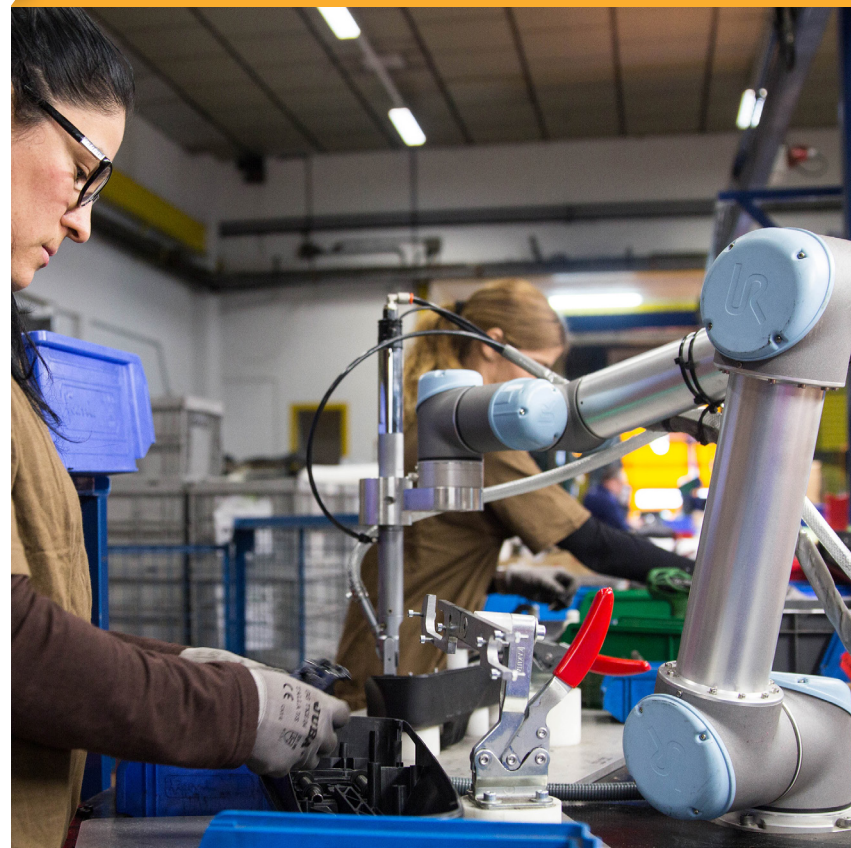
ARE COBOTS RIGHT FOR ME?

I need a robot that ...	✓
Is affordable, with minimal extra costs	
Will fit on my shop floor without bulky safety fencing	
Is easy for existing employees to set up and teach	
Can be quickly moved to new processes or product lines	
Can replace human workers in high-turnover, hard-to-fill positions	
Can fulfill undesirable jobs in today's tight labor market	
Lets me move employees from low- to high-value activities	
Will pay for itself within months – not years	
Will provide savings I can reinvest into new products and channels	
Will support new processes and more advanced applications in the future	

*ULTIMATELY, THE BEST WAY TO FIND OUT IF COBOTS ARE RIGHT FOR YOU
IS TO CONTACT A DISTRIBUTOR AND SCHEDULE A DEMONSTRATION.*



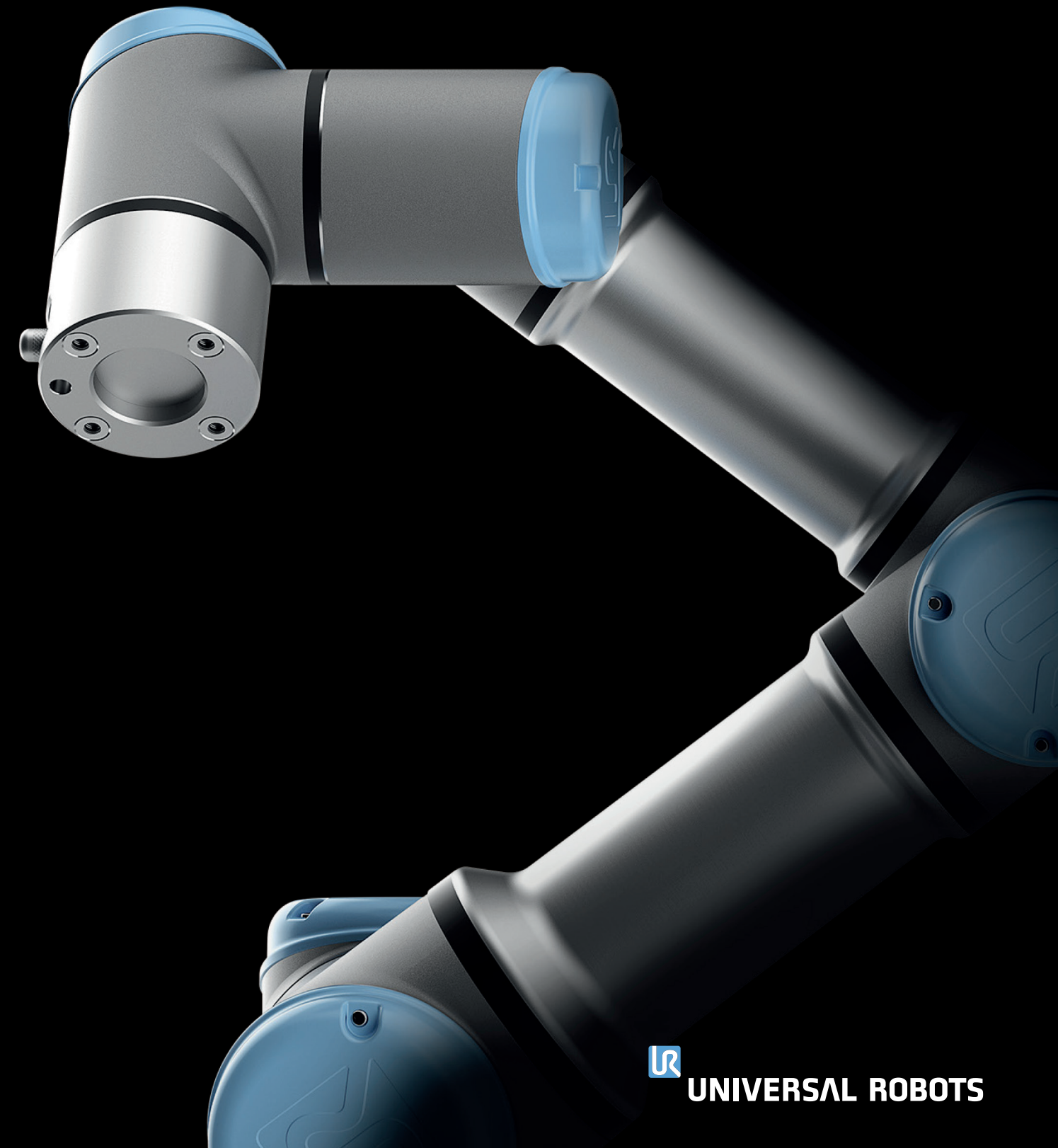
Click to access the free, online UR Academy
and see how easy programming can be.



YOU ARE NOT TOO SMALL FOR COBOTS!

REQUEST
a cobot demo

Cobots are an ideal option for small and mid-sized manufacturers of almost any type. Find out more about how you can grow your business, improve productivity and quality, and provide better and safer working conditions for your employees. Contact a distributor to get a Universal Robots cobot demonstration today.



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