

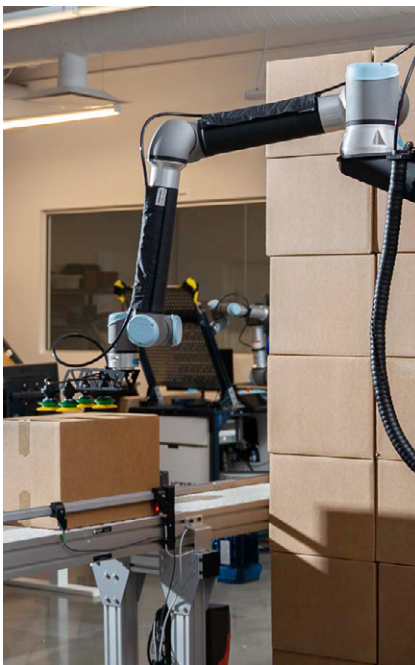
PALLETIZING SOLUTION

A permanent fix for all your staffing woes

Companies of all sizes are turning to automation due to labor shortages, rising costs, and safety concerns. This document can help you craft compelling messages about Robotiq's Palletizing Solution that address these challenges - yielding clear benefits in the process.

Use this guide as your **narrative foundation**; meaning, it isn't intended as part of any presentation materials sent out for customers.

LABOR SHORTAGES



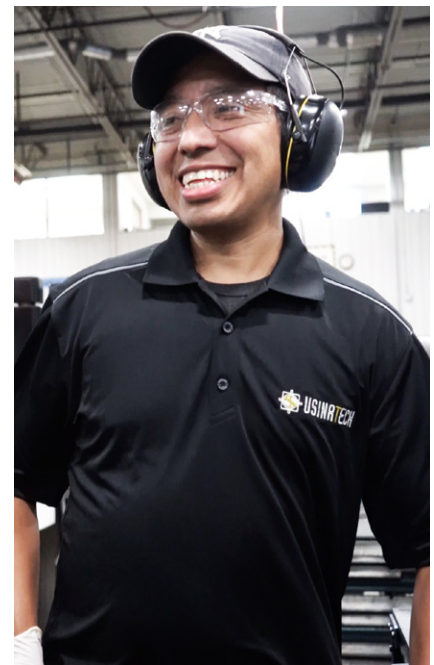
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ECONOMIC PRESSURE



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SAFETY CONCERNS



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A SOLUTION TO

LABOR SHORTAGES



READY-MADE & RELIABLE

Stow away your hiring signs with a palletizing solution any employee can operate confidently. The solution is designed to provide you with reliability and autonomy so you can easily manage frequent changes on production lines and meet customer demands in a timely manner.

① OFF-THE-SHELF

② Standardized product built in-house.

③ › Consistent and reliable deliveries.

SAVVY

Advanced algorithms calculate trajectories in real time.

- › Automatically generate optimized trajectories.
- › Zero programming. Optimized results.

USER-FRIENDLY

Configurations are grouped under assistant tools designed to simplify setups and guide users through a sequence of steps.

- › All workers can teach the cobot confidently and risk-free.
- › Foster quick and easy changeovers to adapt to various packaging configurations.
- › Benefit from robotic automation without needing external tech experts.

ADAPTABLE

Hardware and software are designed to offer maximum flexibility.

- › Easily adhere to frequent changing needs of packaging.
- › Manage a wide range of case sizes, shapes, weights, and packaging materials.

DEPENDABLE

Operational 24/7, 365.

- › Maintain business continuity.

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- ① Attribute
- ② Description
- ③ Benefit(s)

A SOLUTION TO

ECONOMIC PRESSURE



COST-EFFECTIVE

Setup your palletizing cell with speed and assurance, scale production more effectively, and start earning a return on your investment within a few months.

① HIGHEST THROUGHPUT

② **Advanced algorithms calculate trajectories in real-time + Strongest vacuum gripper + Coordinated motion of 7th axis.**

③ › Consistently optimize trajectories to MAXIMIZE cycle time.

› **UNMATCHED** - Run at a higher **speed** compared to cobot alternatives. Up to 13 picks/minute.

› **UNMATCHED** - Carry heavier cases w/ a **payload capacity** of up to 11.5 kg / 25 lbs (PowerPick pushes the boundaries of UR10e).

- › Boost end-of-line capacity to meet increasing demand.
- › Adapt to your production variety and easily manage a wide range of case sizes, shapes, weights, and packaging materials.

› **UNMATCHED** - AX Series - **Coordinated motion** of 7th axis and the robot lets you pick/place while moving up/down so you don't waste time.

› **UNMATCHED** - AX Series - Handle pallet loads up to 2750 mm (108 in) high.

RISK-FREE

Turnkey solution.

- › Save time and effort, and leverage our experienced team and worldwide partner network to manage your project from design to deployment.
- › Customized training to provide you with complete autonomy.
- › Our teams are available immediately to allow you to move fast on your automation project and accelerate your ROI.
- › Avoid scope creep and unnecessary production downtime.

HASSLE-FREE

Pre-assembled components.

- › Save time and avoid programming the robot, axis, status lights, and controller.
- › Go from manual palletizing to automated palletizing in a matter of hours.

SHORTEST LEAD TIMES

Quote sent in 1 week. We ship within 2 weeks of an order.

- › Move fast on your automation project and unclog end-of-line operations.

STEADY

Operates consistently and precisely.

- › Increase control over the quality of work.
- › Improve cost predictability (mishandling, returns, product damage).

LOW MAINTENANCE

Seamless motions have less of an impact on the robot's joints.

- › No production downtime for regular maintenance (grease 7th axis every two years).
- › No need to plan an incremental budget for maintenance (external tech experts).

COMPACT

Minimalist and highly efficient design.

- › Significantly reduced footprint vs. traditional robotic palletizers (palletizer and security system).
- › Maximize square foot dollars where floor space is at a premium.
- › Fits easily within your existing floor plan. No need for extra space.

- ① Attribute
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A SOLUTION TO SAFETY CONCERNS



SAFE

Free employees from manual palletizing, and reassign them to safer and added-value tasks. The cobot palletizing solution does the heavy lifting while remaining safe to be around.

① PAIN-FREE

② Injury-prone palletizing tasks are performed without the assistance of humans.

- ③
- › Improve working conditions and free labor force from unsafe tasks.
 - › Mitigate risks of workdays lost to injuries (knock down labor costs).

STRESS-FREE

Non-engaging palletizing tasks are performed without the assistance of humans.

- › Assign workers to added-value tasks and enhance employee experience.
- › Value human potential and increase retention (especially in labor shortage situations).

TRUSTWORTHY

Designed with safety in mind and built to work alongside humans.

- › Equipped with force sensors to stop quickly in case of collisions so workers can trust the robot and feel safe around it.
- › No need to reorganize the floor plan with cages or heavy safety systems.

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