

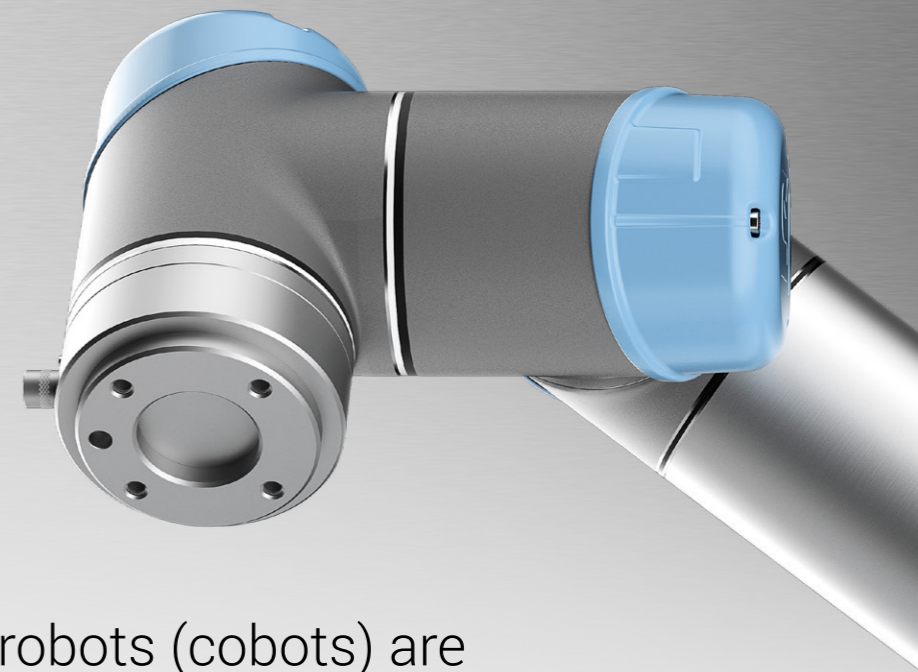


Get Your Team
on Board with

COBOTS



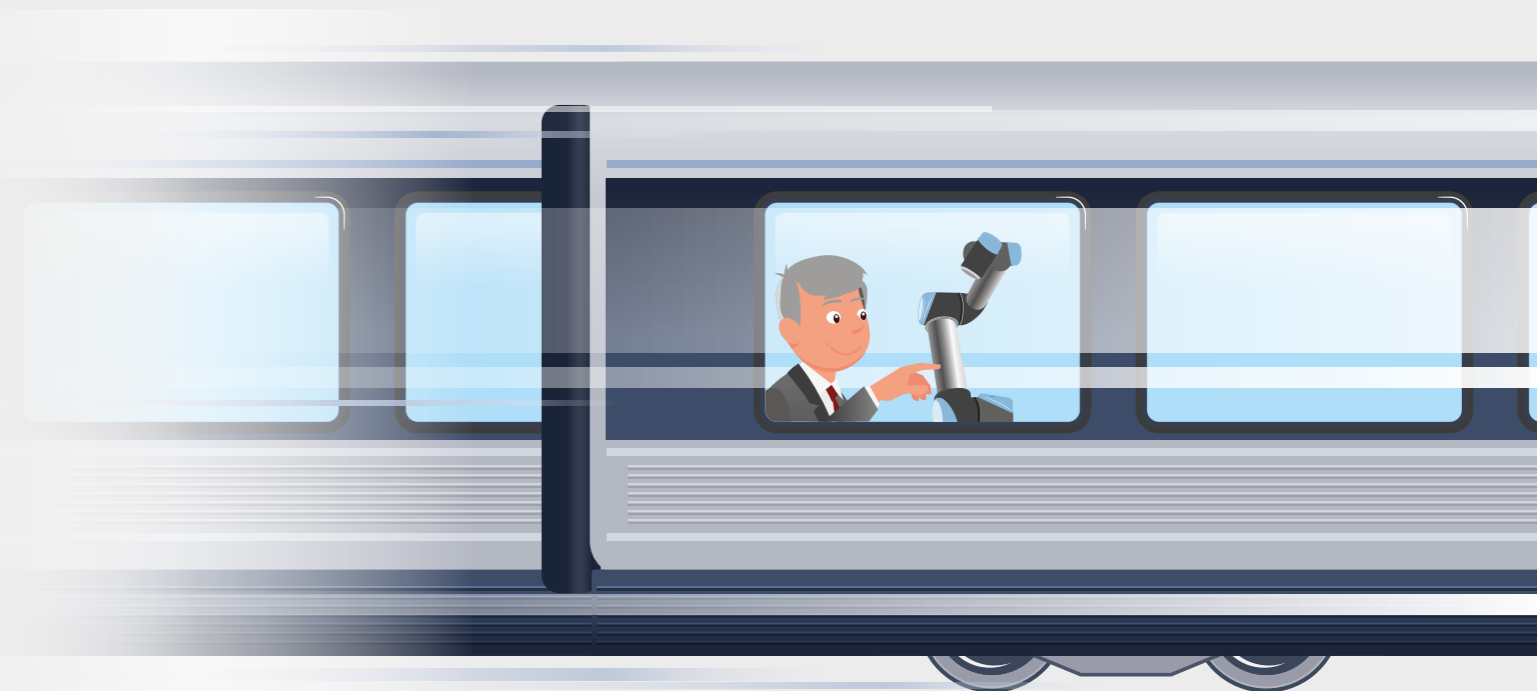
Get Your Business on the Fast Track



Cost-effective, flexible, safe, and easy-to-use collaborative robots (cobots) are just the ticket to give your business greater control. You don't have to worry about a cobot calling in sick or quitting without notice, getting bored or injured, or taking too long to learn a new process. Because cobots can work around the clock with no breaks or vacations, your output increases. And cobots perform every process exactly the same way, time after time, to boost productivity as well as product quality and consistency. All that makes your customers happier and your balance sheet rosier.



But if you're nervous that you're already losing ground – that your competitors are reaping the benefits of automation and are going to leave your company behind, eating their dust – you may be right.



Full Steam Ahead

The automation train is leaving the station and you want to be on it. But if you need some help getting the rest of your company on board, we're here to help. Employees are the engine that drives your company's success. Your business depends on them, and automation will only succeed if they're confident in their roles. This is your chance to get them on the right track.



In this ebook, we'll help you identify and address the concerns of three key stakeholder groups:

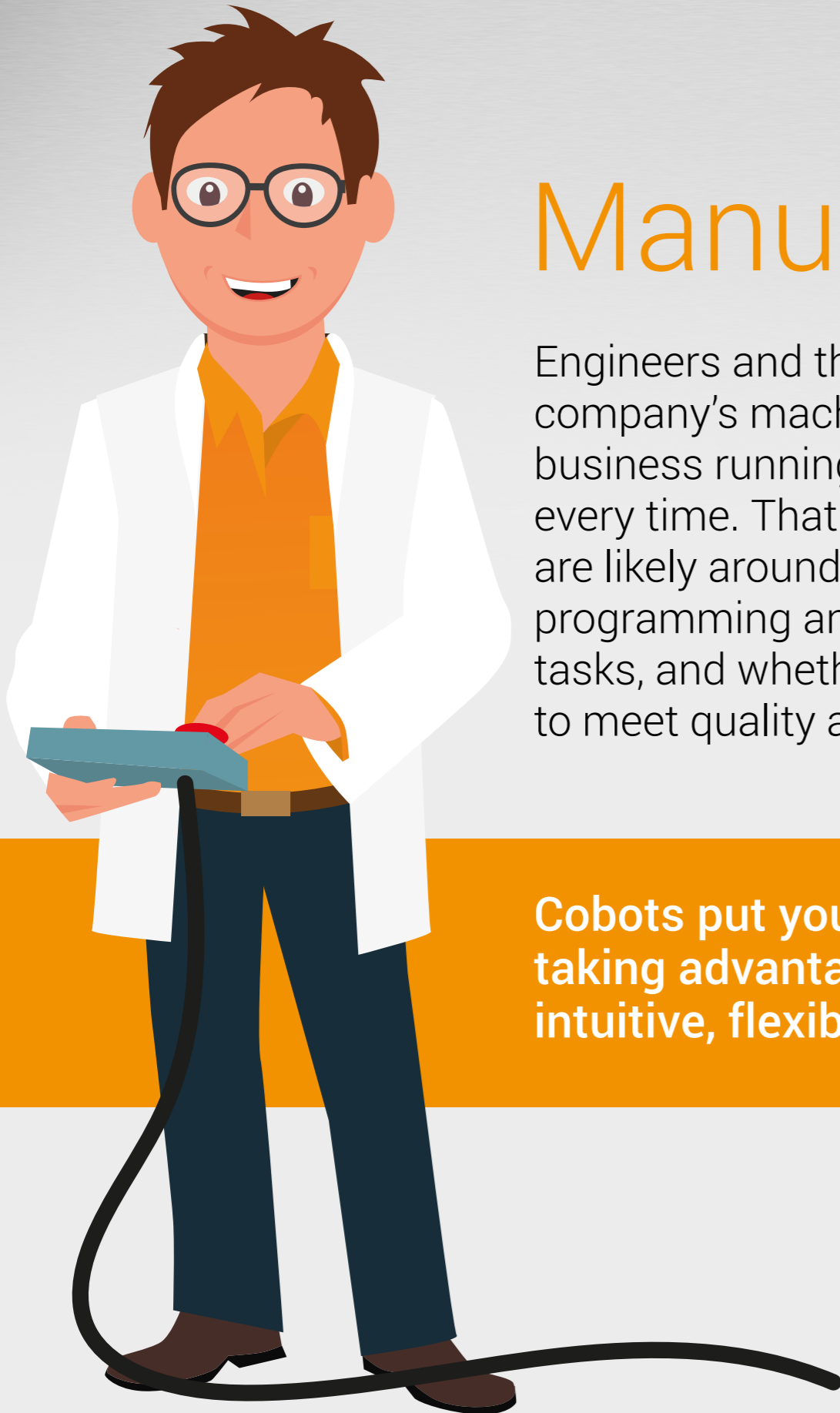
- **Engineers and technical staff**
- **Plant managers and operators**
- **Business owners and their VP of operations**

Let's get rolling.

Manufacturing Engineer

Engineers and their technical staff are responsible for your company's machines and processes. Their job is to keep the business running and to make sure products are made right, every time. That means their concerns about automation are likely around maintenance and long-term reliability, programming and reprogramming the robots for different tasks, and whether the robot will help or hinder their ability to meet quality and output objectives.

Cobots put your technical staff back in the driver's seat, taking advantage of a new breed of technology that's intuitive, flexible, and reliable.



→ Conduct the Conversation

Cobots are fast and easy to program — even with no experience — but also offer powerful capabilities for experts.



Cobots have long working lifecycles, even at heavy use, year after year.



**Cory Mack,
Task Force Tips,
Indiana, USA**

” The Universal Robot is so simple and non-intimidating that our programmers were already in the mindset of ‘I don’t need any guidance; I can do this on my own.’ It was almost like a PlayStation video game where they could pick up the controller and figure it out without reading the rules to the game.”



**Paul Quitzau,
Tegra Medical,
Massachusetts, USA**

” We just achieved the one millionth part out of our UR5 cell in less than a year. The accuracy and repeatability over time was a big concern for us. We were apprehensive, questioning whether we could put the robot through this kind of duty cycle in a high-volume cell and get year-after-year repeatability. We spot-check the robot every few months to make sure the axes are performing and it is as good today as a year ago, when we turned the cell on.”

→ Conduct the Conversation

UR robots can be easily maintained and repaired on-site, with easily accessible parts.



Flexible and lightweight cobots can be redeployed for multiple processes to drive higher productivity across manufacturing processes.



**Lars Bak,
BJ Gear,
Denmark**



**Cyril Hogard,
Continental Automotive,
Spain**

” Six years after we bought our first robot, it is still in operation 14 hours a day, feeding pieces into a lathe, a cutter, and a washing machine. The robot has had two joint replacements over the years, but we keep extra joints in stock and can easily exchange the joint by ourselves. Our UR5 has proven to be an incredibly stable robot. We have not experienced any downtime with it despite putting it through high duty cycles for so many years.”

” I saw immediately the advantage of easy integration, of zero maintenance, and of higher productivity.”

Plant Manager

Your plant manager and floor supervisors make sure processes are manned appropriately, that employees are safe and happy, and that quality and output goals are being met. That can be tough when they're staffing jobs that fall in the 3Ds: dull, dirty, or dangerous. Low morale can lead to high turnover. Repetitive movement, heavy lifting, and interaction with potentially dangerous machines raise the risk of workplace injuries. And demand changes in your business can lead to dependency on temporary employees who may not be motivated or qualified.

Employees may worry that they'll lose their jobs to automation, but cobots are the tools operators need to maintain the company's standards without sacrificing their safety or job satisfaction.



→ Conduct the Conversation

Cobots can increase product quality and consistency, while decreasing waste.



Cobots collaborate with humans to increase productivity, while human workers add value.



**Cory Mack,
Task Force Tips,
Indiana, USA**



**Phil De Mauro,
Whippany Actuation Systems,
New Jersey, USA**

“When our employees are not worried about keeping a machine running all the time, they have a lot more time to visually inspect the machined products. Part quality has gone to a whole other level with the UR robot in place, while allowing our personnel to come up with new ideas and better ways to improve our production.”

“We’ve added capacity by being able to run the machine during unattended hours, but it also freed-up skilled workers to do higher-value tasks as opposed to loading and unloading the machine.”

→ Conduct the Conversation

Cobots take on the 3Ds—dirty, dull, and dangerous jobs—and built-in force-sensing technology protects worker safety.



Manual workers become robot operators, learning new skills and gaining job satisfaction.



**Richard Clive,
Etalex,
Quebec, Canada**

“Before, you had to put your hands close to the brake press. There’s a chance of an accident happening at any time. But with the Universal Robots, there’s no chance of anyone getting injured. It’s a 100% safer.”



**Lars Meldgaard Nielsen,
BJ-Gear,
Denmark**

“Before we had Universal Robots, I stood eight hours a day at the same machine and didn’t have any other assignments. The robots have enabled me to be more flexible and take on new tasks. It’s also made it more interesting to come to work as you learn to program the robots, which is really fun.”



Owner/VP of Operations

The buck stops here, with your senior management team, and that's a lot of pressure. Even small, regional companies can suddenly find themselves competing on a global stage against low-cost, overseas competitors. The company must meet customer demand for innovation, cost, and delivery, while still maintaining profits and continuing to grow. But people are part of that equation, and employees are more important than just the jobs they do. As the company prospers, management can help employees succeed and grow in their careers. Employee loyalty helps drive the company's growth and success, and that helps keep the local community vital for owners, employees, and their families.

Cobots provide the flexibility to innovate and adjust to changing product demands, while giving employees room to grow in their careers. And cobots offer fast return-on-investment—typically in six to eight months.

→ Conduct the Conversation

Because cobots typically don't need safety guarding (after risk assessment), they can reduce the cost of automation and improve production layout.



Flexible cobot deployment meets the needs of dynamic markets and changing production demands.



**Stewart McMillan,
Task Force Tips,
Indiana, USA**

“A major impediment in the past to using robots was the security fencing required around the machine. The beautiful thing about the UR Robots is you don't need all that guarding. We can roll the table with the robot right up to the machine and in a few minutes, teach the robot to load parts.”



**Rickard Isaksson,
LEAX Group,
Sweden**

“We manufacture everything from small annual volumes up to 100,000 units of a particular article per year. For us it is extremely important, as well as one of the company's strengths, that we are able to quickly execute orders for new products. We have very high requirements for how quickly we can start up a unit.”

→ Conduct the Conversation

Ease of use means a significant decrease in cost and time to program and deploy the robot, helping to drive a fast return on investment – typically six to eight months.



**Joe McGillivray,
Dynamic Group,
Minnesota, USA**

“Our return on investment was less than two months, and we can even go further because we’re able to adapt the robots to other products so quickly.”



The Train Leaves Soon—Don't Miss It!

The best way to get this train rolling is to request a cobot demo from a distributor in your area. Your team will get all their questions answered, and you can get back out in front of your competitors.

www.universal-robots.com/distributors



Universal Robots is the result of many years of intensive research at Denmark's successful robot cluster located in Odense, Denmark. The company was co-founded in 2005 by the CTO Esben Østergaard, who wanted to make robot technology accessible to all by developing small, user-friendly, reasonably priced, flexible industrial robots that are safe to work with and can be used to streamline processes.

Universal Robots, a part of Boston-based Teradyne Inc., is headquartered in Odense and has subsidiaries and regional offices in the U.S., Spain, Germany, Singapore, Czech Republic, India, and China.

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