

## **FREE GUIDE**

# What to Look For in a Robotics Supplier

Industrial robots encompasses everything from robots used in manufacturing to sapper robots used in the military to defuse or destroy ordnance. Robots are used in warehouses to pick, pull and deliver items. There are robot shopping carts and baggage-check robots. We're at the base of the industrial robot mountain in terms of applications. But here's the catch. Robotic components are expensive. They require:

electronics	motors	sensors
effectors	pneumatics	hydraulics
wheels	bearings	bushings

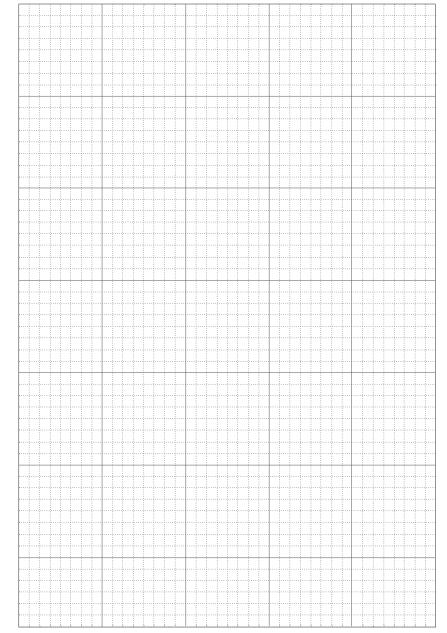
Use this basic checklist of items to consider when you're looking for a robotics supplier. Print out this guide and jot down notes in the grid sections so you can quickly determine which robotics supplier will be a great fit for your project.

### 1. Capability

- What's the depth of the supplier's experience?
- Can they pull together all the components necessary, or will you need to shop in one place for electronics, another company for shafts and another supplier for motors?
- How flexible can the supplier be? Can they provide prototyping, DFM and final manufacturing? Or are they only capable of churning out your order requirement?
- Do they have access to equipment or access to suppliers who have access to equipment or functions that wouldn't be gained otherwise?

## 2. Materials | Regulatory

 Can the supplier work in a range of materials? [Metals, i.e., aluminum, steel, bronze, brass, copper; plastics; composites]





- Can your supplier track the component materials through the supply chain and verify essential regulatory compliance? [i.e. REACH, RoHS and Section 1502 Conflict Minerals]
- Is your supplier ISO and UL certified?

#### 3. Quality Metrics

- Robotics components are inclined to very high quality manufacturing specifications, requiring modern automation and modern technology capability.
- Does your supplier meet those specific quality metrics required for the product/material you're purchasing?

#### 4. Customer Service

Robots or robotics products have a short life span. They're constantly being updated and redesigned. If you're making a new robot the valuable life span might only be three to four years. Time to market is very important, which means short lead times are crucial.

- What is the supplier's on-time delivery to commit?
- How long is the manufacturing cycle time?
- If you have to switch a manufacturing line, how long will it take to make the change?

