Simplifying Mobile Manipulation for Real World Success

Presented by:

Bill Torrens, Director Enterprise Sales
&
Gary Krus, VP Business Operations
Bill Torrens, Director Enterprise Sales & Brand Evangelism

Gary Krus, VP Business Development
YOU’RE PLANNING FOR PLUTO
BUT YOU HAVEN’T EVEN LANDED ON THE MOON
START BY PIECING IT TOGETHER

Robust & Reliable

Familiar & Safe

Economic & Beneficial
ESTABLISH SOME EASY AND QUICK WINS THAT PROVE THE CONCEPT
THEN ITERATE IN STAGES, TAKING A STEP TOWARDS THE GOAL
BUT YOU WANT IT ALL NOW.
WHAT YOUR BUSINESS & INDUSTRY NEEDS

• Technical & operational wins
• Strong business cases
• To be realistic: no time for science fiction or lab experiments
The problem is that we’re trying to make robotic technology do what it’s never done before.
WE NEED SOME PREREQUISITES
PROS FOR COLLABORATIVE

• Simple programming
• Compact controls
• Minimized work envelope protection

CONS FOR COLLABORATIVE

• Restrictive payload maximums
• Reduced arm speed
• Expense multiplier
• Limited form factor & payload options
Mobility Technology & Manipulation Technology
• Universally compliant
• Light weight/low energy

• High payload capacity
• Robust and industrially hardened
PAYLOAD & PRECISION OF A ROBOTIC ARM

MOBILITY OF AN AGV

USE CASE
FLEXIBILITY OF HUMAN WORKERS
START WITH APPLICATIONS THAT HAVE BEEN SOLVED BY ROBOTIC ARMS BEFORE
LAND ON THE MOON BY ESTABLISHING QUICK AND DEMONSTRABLE WINS
NOW YOU CAN PLAN FOR MARS
HIROTEC AMERICA: Lights Out Manufacturing

Gary Krus,
VP Business Development
Who is HIROTEC AMERICA?

- A pivotal division of the global HIROTEC group
- Weld assembly equipment for OEMs
- Founded on lean principles:
  - Working towards continuous improvements (kaizen)
  - Revolutionary changes in technology and process (kaikaku)
Why did HIROTEC AMERICA start?

- Shrinking Labour Force
- Effectiveness & Consistency
- Tribal Knowledge
What is their 2025 vision?
What specifically were they trying to do?
What technology were you using before?
Why did you choose this SDV for your project?
How is your R&D work implemented across the company?
What lessons have you learned in pursuing your lights-out vision?
MACHINE TENDING
THIS BIN AND SHELF PICKING TECH THAT YOU WANT, WILL COME.
4. AUDIENCE Q&A
For More Information:

Bill’s email: btorrens@ottomotors.com
Website: www.ottomotors.com

Gary’s email: garykrus@hirotecmaerica.com
Website: www.hirotecamerica.com

Or visit MODEX Booth: 3975