

Thinking about manufacturing automation?

Get your team on board with cobots.

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Who has a stake in automation success?

Employees drive your company's success. Your business depends on them. So what can automation offer your team?

Collaborative robots (cobots) work alongside humans*, automating what's dirty, dull or dangerous. Our cobots are intuitive to use, easy to move and capable of automating manual processes in many industries. This means cobots can help both your business and team reach their potential.

Businesses succeed with cobots when their employees understand how automation can help them do their jobs better. Helping people feel confident and comfortable is the first step to a successful implementation. So, who should buy in when you're making an automation decision?

Let's look at how cobots impact:

- Manufacturing engineers
- Plant managers
- Front-line workers
- Company leadership.



*Subject to risk assessment

Manufacturing engineers

Manufacturing engineers focus on issues like quality, flexibility, output, maintenance and reliability.

How do cobots make a difference?

Cobots are versatile, easy-to-use machines. They can automate many different processes and accomplish a host of tasks using various end-of-arm tools. Unlike traditional automation solutions, cobots are easy to move. Once you've programmed them for specific places and tasks, cobots

can quickly plug in almost anywhere on your manufacturing floor. Their small footprint minimizes disruption to floor space and cell layout. Perhaps one of their biggest benefits is that they have long working lifecycles, even at heavy use, year after year.





“ 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.

Phil De Mauro
Whippany Actuation Systems,
New Jersey, USA

“ We just achieved the one millionth part out of our UR5 cell in less than a year. 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

Paul Quitzau
Tegra Medical, Massachusetts, USA



Plant managers

Plant managers need to increase throughput and flexibility without sacrificing floorspace. A common bottleneck, however, is people. Good employees are hard to find and harder to keep, especially for hard-to-staff manual work that's repetitive, unclean, or strenuous due to heavy parts or dangerous tools.

Safety is also a big concern. Plant managers want the optimum mix of productivity, flexibility and safety. This will drive maximum revenue and minimum employee turnover.

How do cobots make a difference?

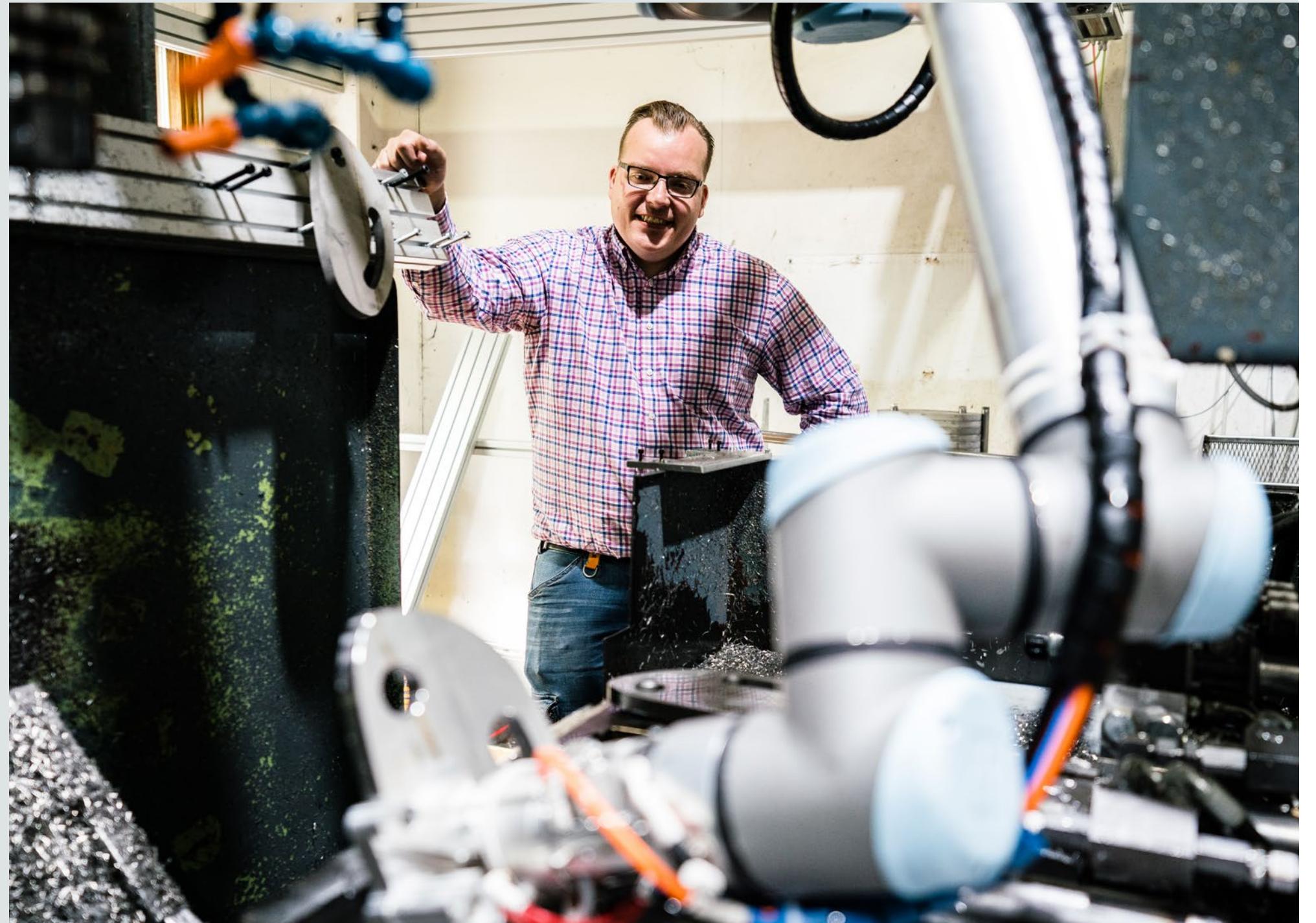
Cobots are models of efficiency. They can increase product quality and process consistency. They can also decrease waste and lead-time. Our cobots can automate several simple processes in the same day and start saved programs with the press of a button.

Cobots can improve workplace safety by taking on tasks that are potentially dangerous to humans. Our cobots are built with 17 standard safety functions.

They're designed to enable operation alongside skilled human operators without the need for safety fencing or disruption to the production floor layout*.

Cobots free up humans to focus on high-value work. For this reason, cobots can actually help attract and retain talent. They allow plant managers to allocate fewer people to manual processes and upskill their teams with cobot programming and operation ability.

*Subject to risk assessment





“ When the robots first came on the floor, employees were very anxious and a little nervous about it. Now that they’re out there on the floor, they act like they can’t live without them. There are a lot of people trying to figure out where we can put our next robot to help our process. The cobots have actually become part of the family on the floor now.

Sebrina Thompson
Scott Fetzer Electrical Group,
Tennessee, USA



“ A major impediment in the past to using robots was the security fencing required around the machine. The beautiful thing about the UR robot 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.

Stewart McMillan
Task Force Tips, Indiana, USA

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

Cyril Hogard
Continental Automotive, Spain



Front-line staff

Cobots excel at strenuous, repetitive work. Employees can be removed from the least attractive jobs giving them a chance to focus on more skilled and creative work with benefits to wellbeing.

How do cobots make a difference?

Injury reduction is one of the best reasons to bring cobots into a business. Cobots can remove workers from heavy lifting, repetitive movement and dangerous machines or tools.

What's more, cobots offer employees an opportunity to upskill. Our cobot training will

allow your frontline staff to become confident cobot operators. Job satisfaction increases as new skills are learnt. Basic operation is within the reach of most staff while the keenest employees and cobot champions can learn to become advanced operators, taking your production to new levels.

“ I was really excited to get the opportunity to do something different, so I jumped right in and learned all I could. It was so interesting to see what you can make the robot do. My job is definitely more interesting now.”

Brittany Mohrman
Darex, Oregon, USA



Company leaders

The leadership team focuses on customer demands for innovation, price point and delivery and must ensure the business maintains profits and continues to grow.

How do cobots make a difference?

Cobots can increase revenue with greater throughput and continuous uptime. They can also decrease expenses through reduced employee turnover, fewer injuries and minimized rework. Cobots are more straightforward to program and deploy than traditional industrial automation, helping drive a fast return on investment. It's pretty common for UR customers to talk about ROI in terms of months, not years.

This opens the door to flexibility, competitiveness and innovation. A host of opportunities that may not have been feasible due to labor cost, quality requirements or safety concerns become financially rewarding with cobots. High-mix, low-volume production is completely achievable when cobots eliminate barriers such as additional labor cost and line change speed. High-precision work? No problem. It's possible!





“ 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.

Joe McGillivray
McMillan Group, Minnesota, USA

“ 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.

Rickard Isaksson
LEAX Group, Sweden



Ready to design an automation solution?

Cobots are an ideal productivity tool for almost any manufacturer because they help everyone in the company achieve performance objectives. Find out more about how you can grow your business, improve productivity, increase quality and provide a better working environment for your employees.

About Universal Robots

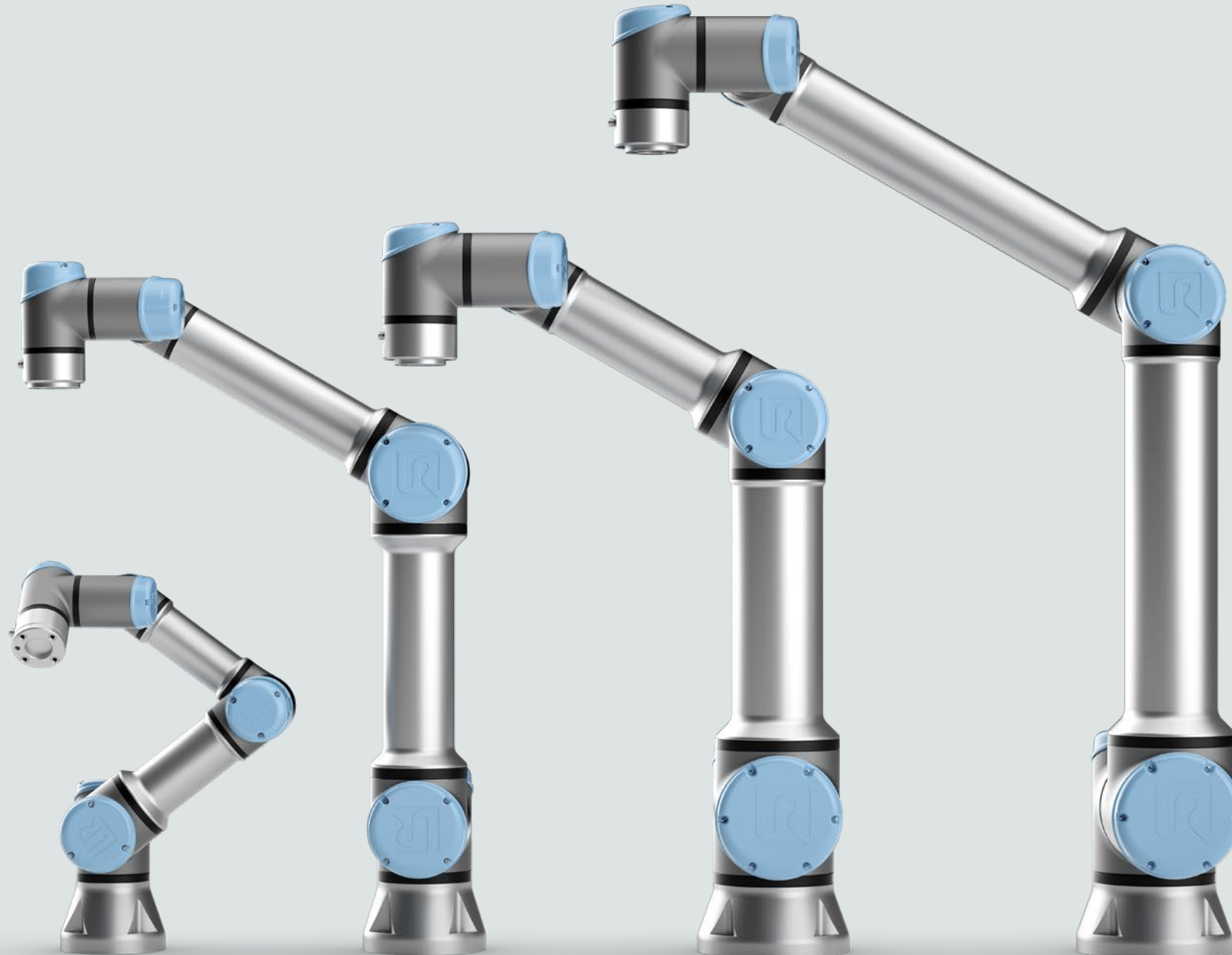
Universal Robots aims to empower change in the way work is done using its leading-edge robotics platform.

Since introducing the world's first commercially viable collaborative robot (cobot) in 2008, UR has developed a product portfolio including the UR3e, UR5e, UR10e, and UR16e, reflecting a range of reaches and payloads. Each model is supported by a wide range of end-effectors, software, accessories and application kits in the UR+ ecosystem. This allows the cobots to be used across a wide range of industries and means that they can be flexibly redeployed across diverse tasks.

The company, which is part of Teradyne Inc., is headquartered in Odense, Denmark and has offices in the USA, Germany, France, Spain, Italy, the Czech Republic, Romania, Russia, Turkey, China, India, Japan, South Korea and Mexico.

Universal Robots has installed over 50,000 cobots worldwide.

For more information, please visit www.universal-robots.com



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