

Choosing a Collaborative Robot Supplier A Practical Checklist

A practical checklist for confident automation decisions

Use this checklist to assess risk, safety, and long-term value before committing to an automation investment.

01 Business continuity & operational stability

- Do we trust the supplier's longevity and long-term support model?

02 Legal and IP risk awareness

- Have we considered IP and patent compliance as part of supplier due diligence?
- Do we understand whether commercial use of the product could expose us to legal risk?
- Has our legal or compliance team reviewed the supplier's position, if required?
- Are we comfortable that legal disputes would not disrupt our production environment?

03 Safety and regulatory compliance

- Does the robot meet relevant international safety standards for our environment?
- Are safety functions certified, documented, and trustworthy, not just claimed?
- Can we demonstrate compliance in the event of an audit or incident?
- Do we trust the supplier's safety culture and track record, not just test results?

04 Supplier credibility and accountability

- Is the supplier an original technology developer?
- Does the supplier have a proven history of innovation and standard-setting?
- Are they accountable for what they build and sell?
- Would we feel confident defending this supplier choice internally or externally?

05 Decision confidence

- Are all major risks surfaced before signing to prevent later disruption?
- Does this choice protect both today's operations and future expansion?
- Are we buying technology we can trust for the long term?
- Do we feel confident this is the safest option for our business?

Guiding principle

Buying original technology isn't just about performance – it's about safety, compliance, and peace of mind.