

New application, new marked; how to get to the best match?

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IDEW'21, April 14, 2021



Introduction

- Founded
- Education
- Experience
- Personal interest

Oct 1978

PhD in control systems

15 yrs in industry

www.teamdare.nl



- Founded
- Employees
- Installed Robots
- Market
- More information

May 2015

73

90+

Logistics

www.smart-robotics.nl

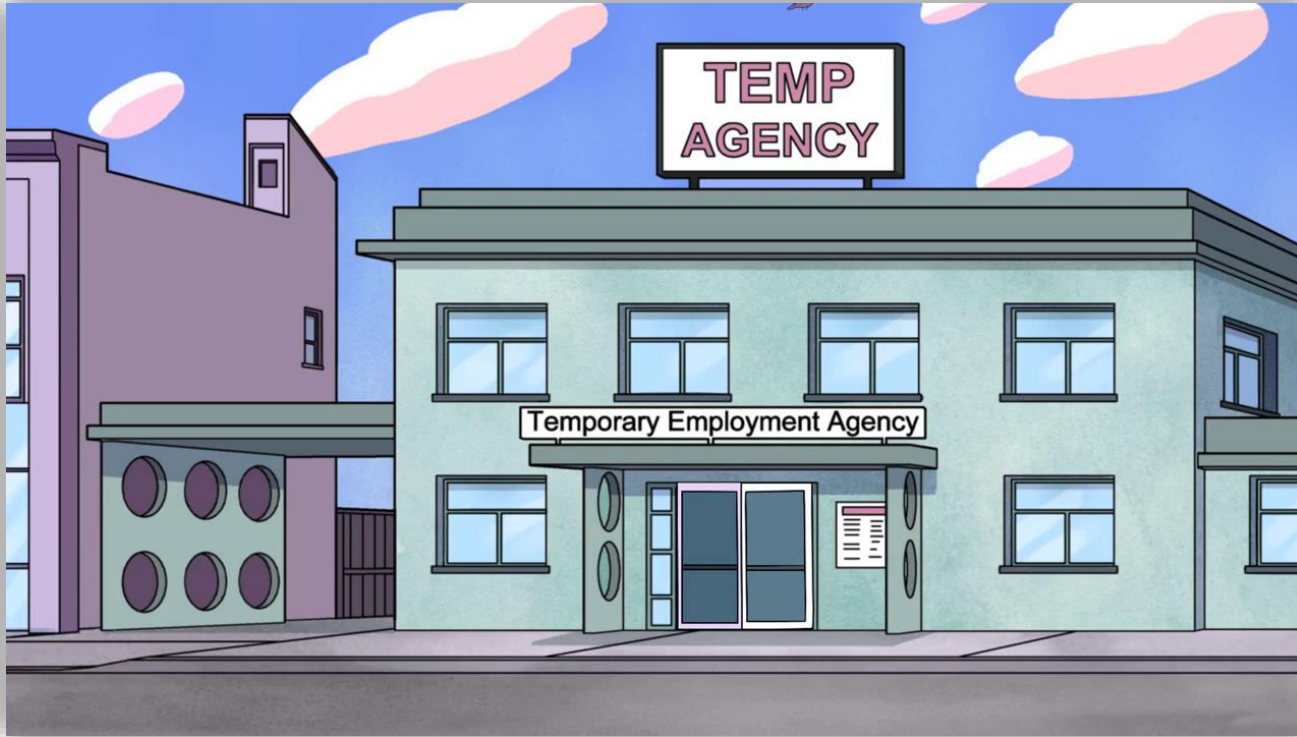




Item picking

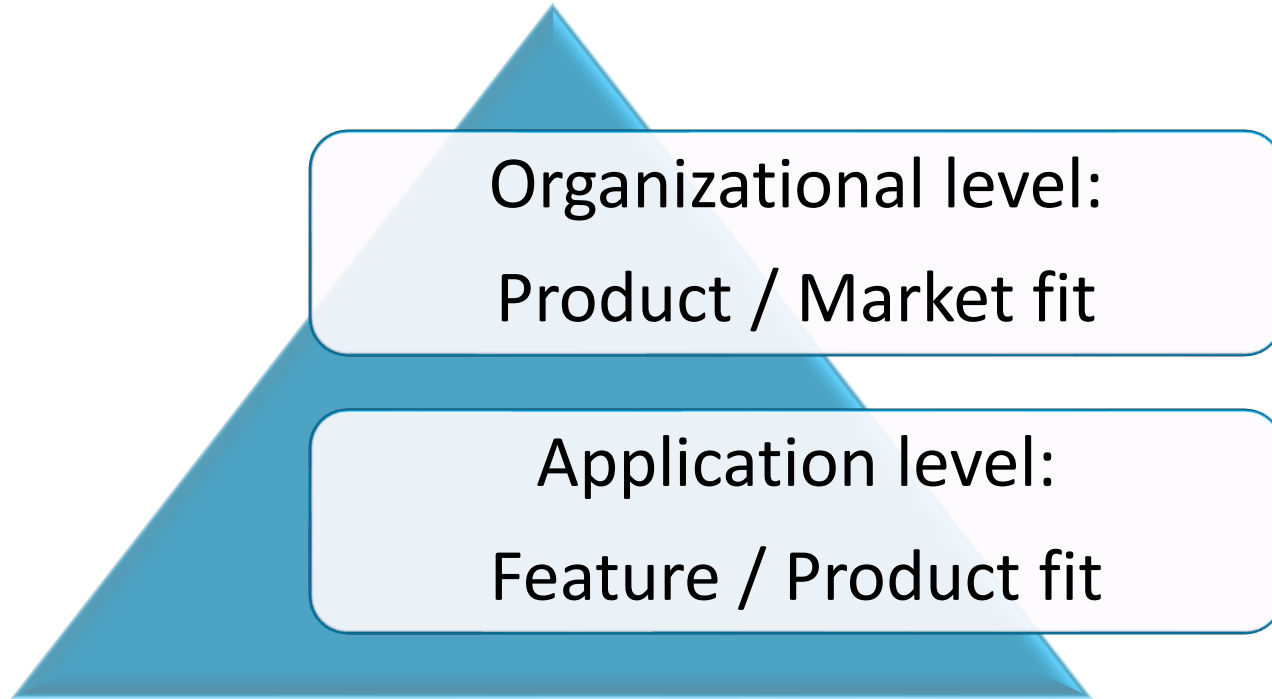
Palletizing and depalletizing

Trolley loading and unloading

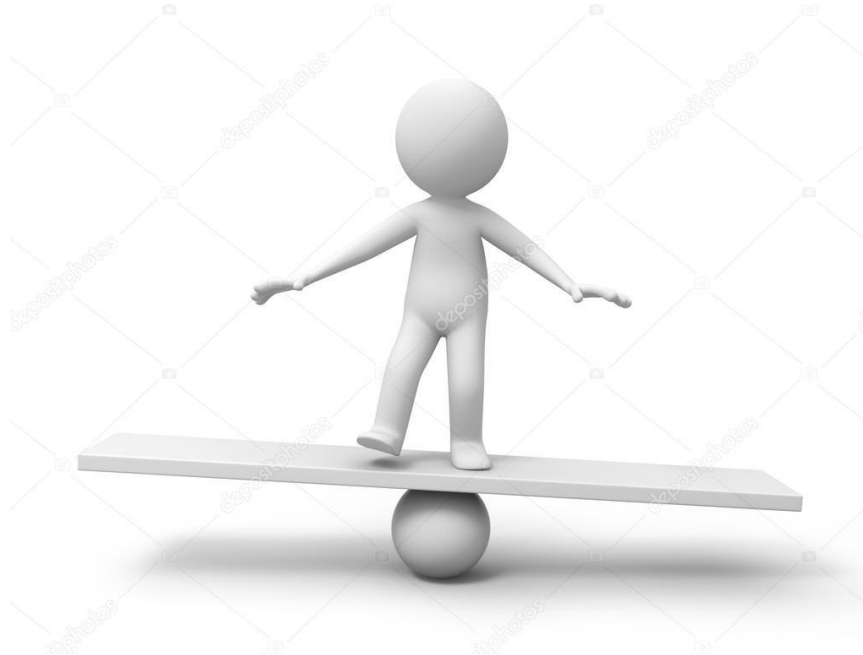


...for robots!

Following the customer on multiple levels



Follow the
customer

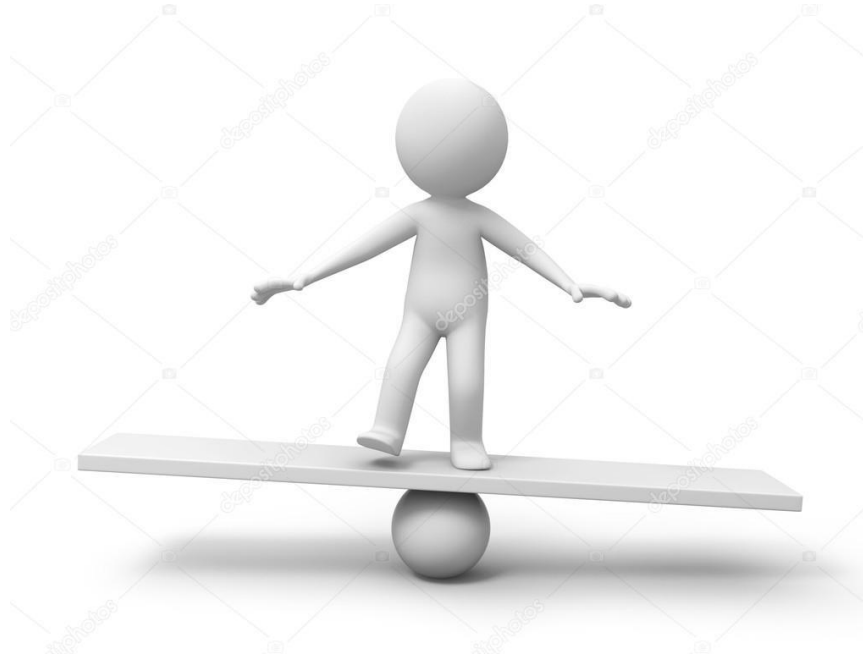


Follow your
experience
and strengths

Follow the
customer

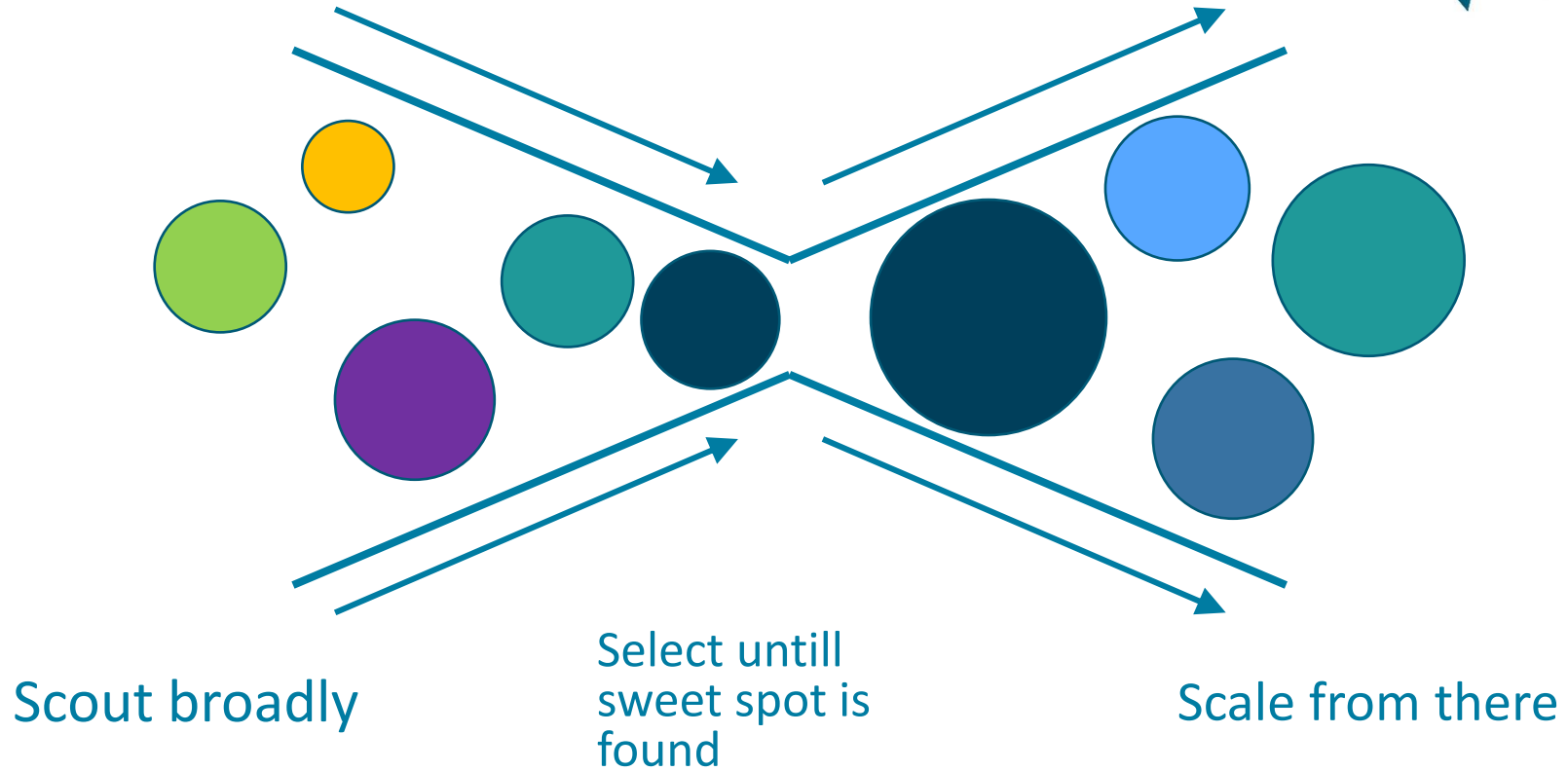


A CANON COMPANY



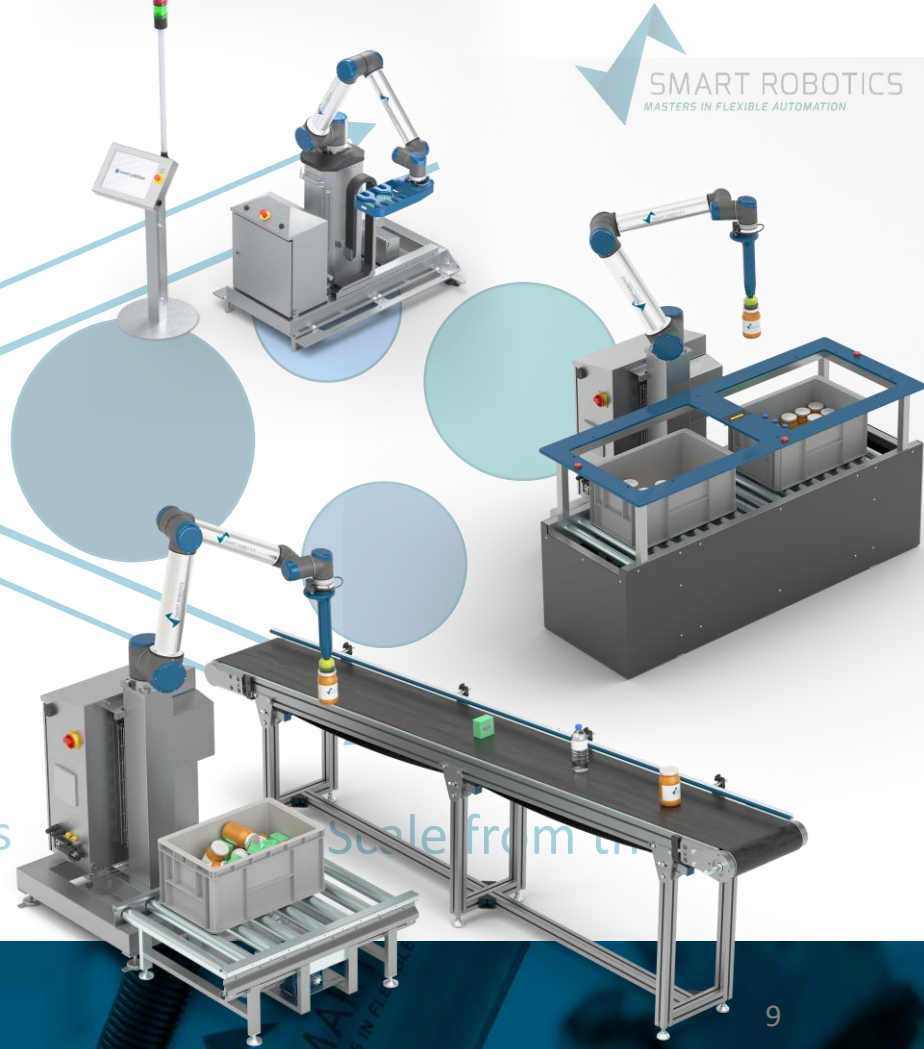
Follow your
experience
and strengths

FUJIFILM





SMART ROBOTICS
MASTERS IN FLEXIBLE AUTOMATION



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...d

Scale from the

Parcel volume worldwide

87B



2020

200B



2025

Global e-commerce

\$3.3Tn



2019

\$6.7Tn



2025

Hyper growth in parcels and
e-commerce market



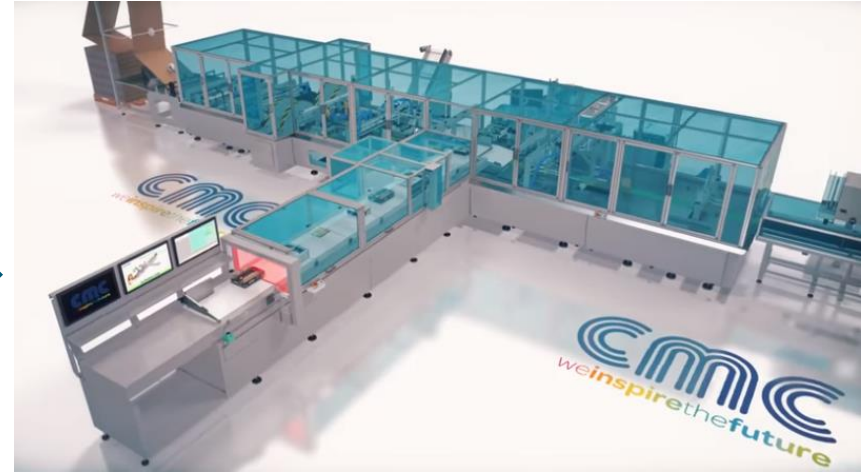
Very complex automation
challenge

Picking: From person-to-goods to goods-to-person/robot



With a controlled flow of goods, automation of picking tasks get in scope!

Packing: From manual to automated



With subtasks separated, automation is possible.

Such machines require loading at the infeed and stacking at the outfeed.

Some of our principles

- Fail fast, learn fast
- Seeing is believing
- Really learn from practice; theory often hides important details
- Really learn from practice; theory often hides true commitment
- Okay to run really fast based on enthusiasm and opportunistic vision, but be very very open for organized feedback

Thank you

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