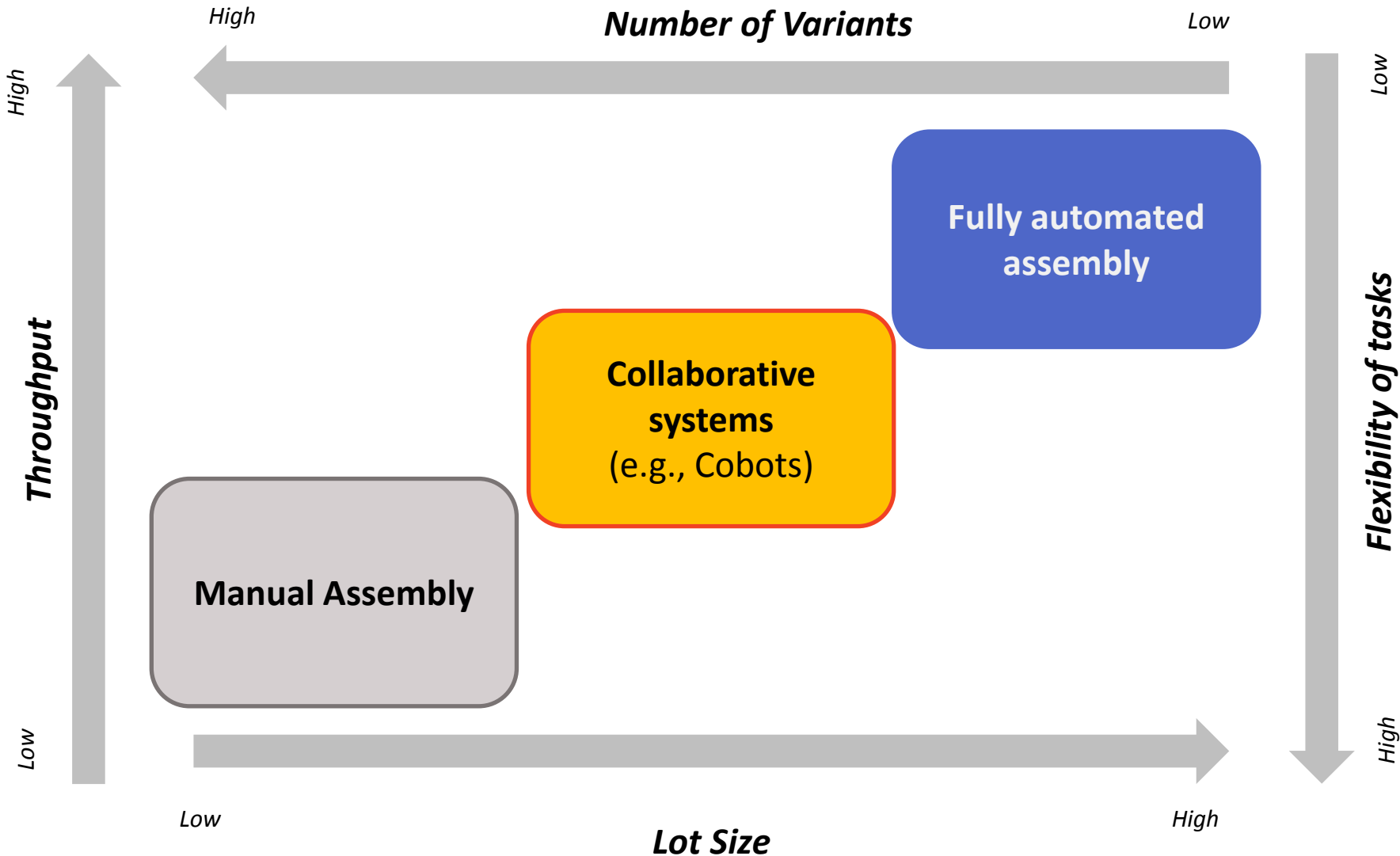


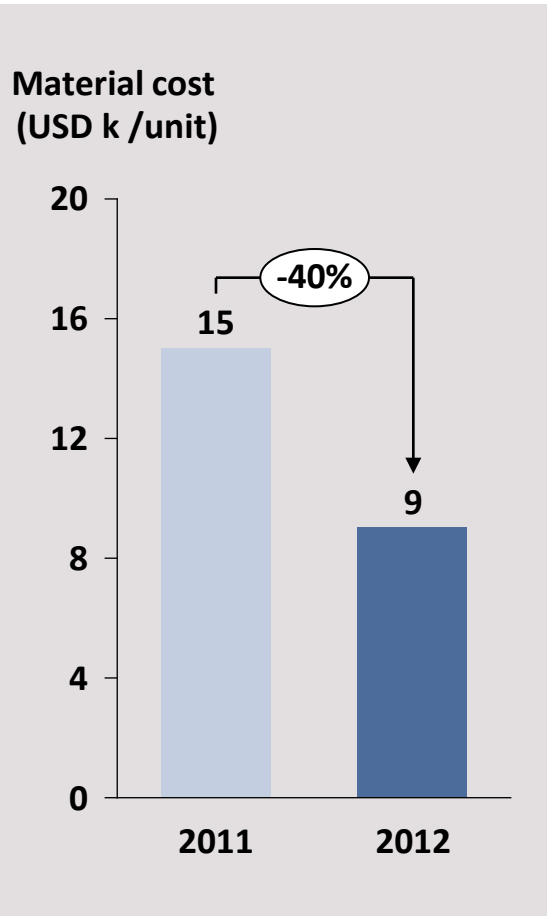
Adopting automation technology depends on several factors



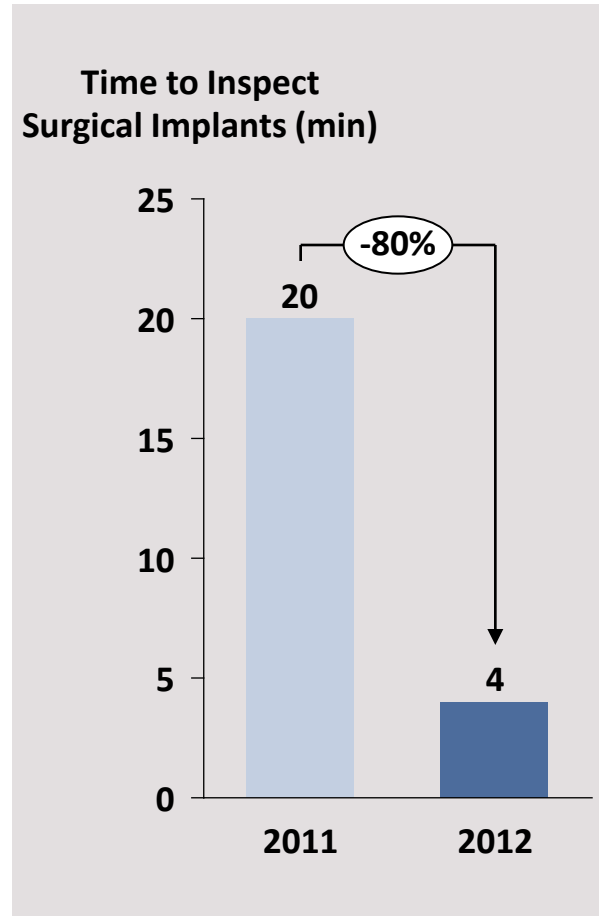
ROI of automation not just about lower labor costs

Examples of how automation & vision drive value

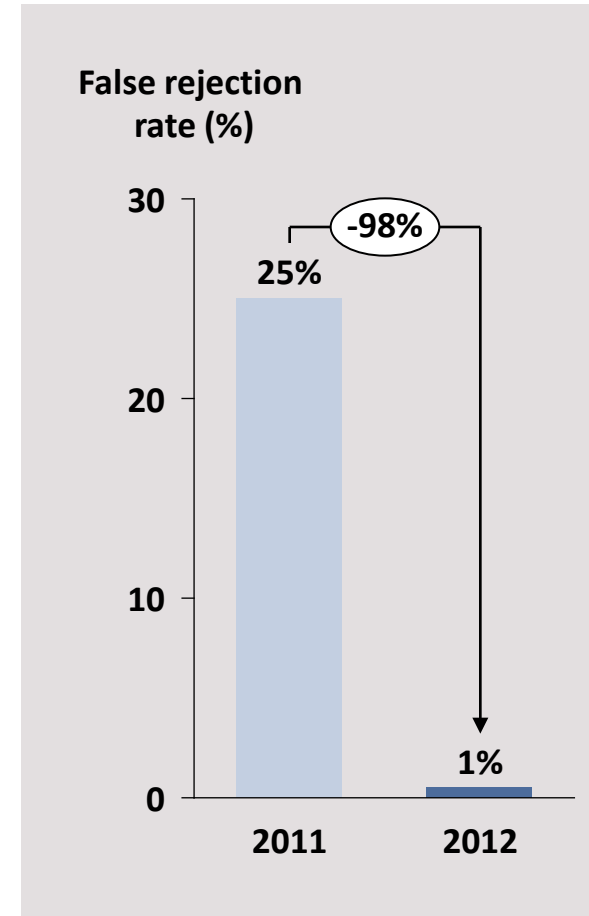
Raw material cost lowered by 40% at Piston Auto Assembly



Inspection time shortened by 80% at LISI Medical



False rejection rate reduced from at one pharma co

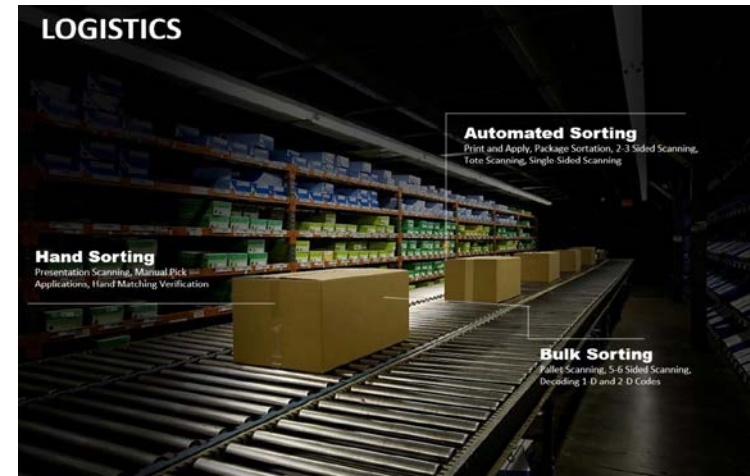


COGNEX

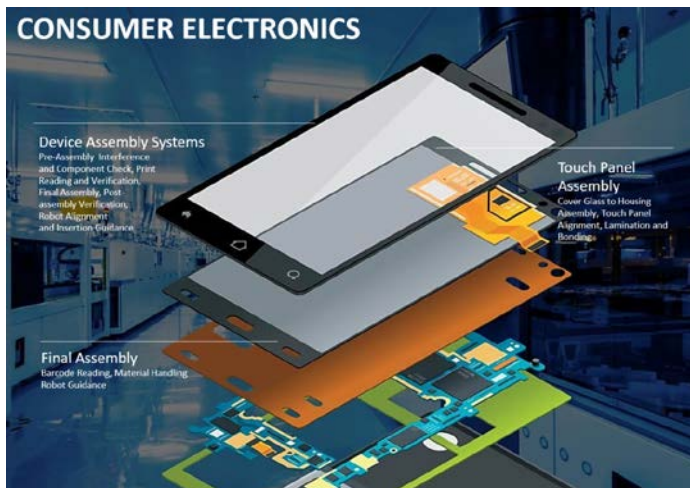
Value of automation varies by industry application



Reduce labor costs



Optimize space & material flow



Reduce design tolerances



Increase throughput & safety

COGNEX

3 common robotics & automation adoption issues

What you can do to overcome them?

Common adoption issues

Machine designed poorly to adopt automation



Actions to avoid

- Engage strategic technologies (eg. Vision, robotics, motion control) early in automation design process

Confusing repeatability with accuracy



- Clearly understand the dynamics of the accuracy required by the application
- Determine whether mechanical accuracy alone is sufficient

Assuming the Lab = Factory Floor



- Automation design and validation plans should consider environmental, machine to machine and raw material variability.