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Key Considerations & Information

What Manufacturers Should Know When Investing in Automated Machines

Define the Manufacturing Problem You're Solving

What defects are occurring today and how are they currently detected?
What level of accuracy, repeatability, or traceability is required?

Share Product Specifications & Variations

- Part drawings, dimensions, tolerances, and materials
- Range of product sizes or models the system must support
- Any future product changes the machine should be designed to handle

Identify Throughput and Cycle Time Requirements

How many parts per minute/hour/day must the system process?
Is the goal to match current demand or scale for future growth?

Clarify Environmental Conditions

Temperature, humidity, cleanliness requirements - any factors that may affect sensors, vision systems, or mechanical components

Explain Current Workflow & Operator Interaction

How parts enter and leave the station
What steps are manual today?
How much operator involvement is expected after automation?

Provide Quality Standards & Regulatory Requirements

- Industry-specific standards (UL, ISO, FDA, etc.)
- Required documentation, data collection, or traceability rules

Establish Budget & ROI Expectations

What is your expected payback period?
Which cost drivers matter most (labor, scrap, rework, warranty claims)?

Discuss Facility & Integration Constraints

- Available floor space and layout
- Power, air, network, and safety requirements
- How the system must communicate with existing equipment or databases

Determine Data & Reporting Needs

What needs to be tracked: test results, images, pass/fail logs, trend data?
Does the machine need to connect to MES, ERP, or cloud-based analytics?

Outline Safety & Ergonomic Considerations

- Operator safety risks today
- Required guarding, access points, or ergonomic improvements

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