

How to support your robotic growth with human expertise

Cobotics solutions: how much growth are you expecting to see in the upcoming years?

The global collaborative robot market is projected to more than double in size, reaching a predicted **1.4 billion USD**, by 2027.

Cobotics is allowing:

- **More** robotic deployments to be embedded into human workspaces
- **More** robots to be retrofitted into traditional work environments
- **More** products to be manufactured locally (an environmentally friendly, cost-effective alternative to offshoring)

\$1.4 billion by 2027

All this means cobotic solutions are opening up the robotics market to a wider range of businesses, including small and medium-sized enterprises (SMEs).

In 2020...

5%

of SMEs in the EU had adopted robots



36%

of manufacturing SMEs in Germany were using industrial robots

Those percentages are likely to have increased since, due to the COVID-19 pandemic and growing awareness that cobotic solutions can help deliver the benefits of reshoring production.

These trends are creating new opportunities for Original Equipment Manufacturers (OEMs) in robotics



LARGER POTENTIAL CUSTOMER BASE



EXPANSION INTO THE SME MARKET



BROADER GEOGRAPHIC REACH

But what are the implications for maintaining and supporting cobotic solutions in this landscape?

For OEMs, the emerging cobotics model = a greater number of smaller deployments across a broader geographic range.

This creates a specific service challenge...



Dedicated in-house service teams can fully support traditional large-scale robotics implementations.



Service is not so simple when the rise of cobotics creates a greater number of smaller sites spanning a wider geographic area.



Each site needs the same expertise to support the equipment. But many businesses implementing cobotics solutions cannot justify the cost of having dedicated maintenance resource that won't be fully utilised.



The potential consequences of not meeting this challenge:

- **Higher cost to serve on cobotics customers**
- **Inefficiencies that undo the potential cost savings and productivity impacts of robotics**
- **An inability for OEMs to expand confidently into the SME market**

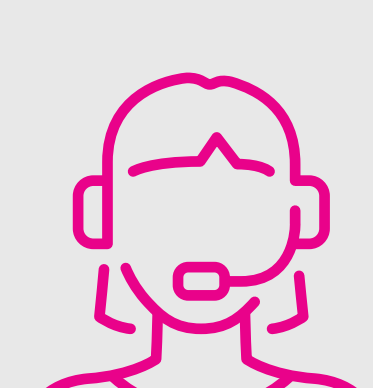
So, what is the solution?

Veritek: your partners in a productive future

A shared specialist resource can help you move confidently into the cobotics-first future. We offer a complete service partnership for robotics OEMs. Gain access to:



Dedicated field service engineers whenever they're needed
Our engineers can be integrated seamlessly alongside your in-house team as a scalable expert resource. All will be trained to your high standards and can be introduced into deployments whenever extra support is required, providing the expertise you demand at a fractional use cost.



Remote technical support and repair bases across Europe
The expansion of cobotics means more installations in more locations. Consider us your single point of contact for skilled technical maintenance support, wherever your customers are.



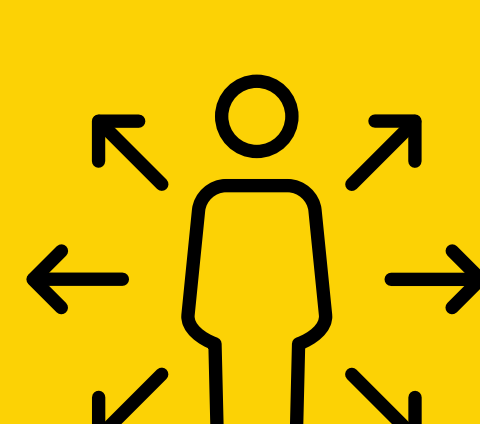
How do OEMs benefit from a service partnership?



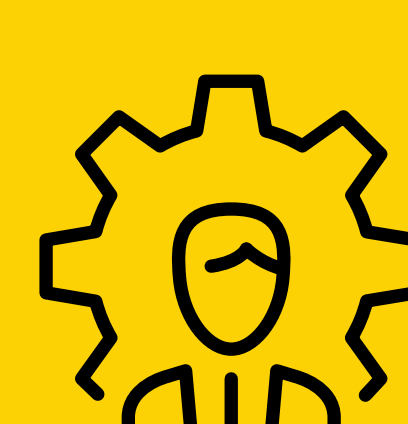
Ensure you can support a wider customer base



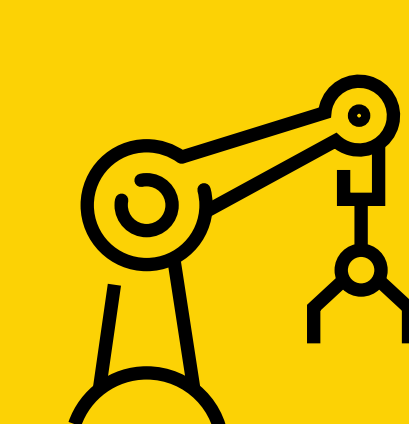
Expand into the SME market with confidence



Maximise your number of potential clients



Empower customers to improve productivity and reduce costs



Become ready for a cobotics-first future

Our expert support. Your growth.

Speak to one of our experts today about what Veritek can do for you at +44 (0) 1323 500200