

Challenges for the Modern Robotics Designer

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Onshape

Market Observations...

- > Robotics companies struggle with the **increasing complexity of the design process** as products multiply and stakeholders proliferate.
- > Design teams are forced to choose between **being organized** or **being fast**.
- > Robotics companies have an **insatiable appetite for data** and analytics about their product development process, but **old systems can't deliver** it.

Pain with Legacy CAD & PDM Solutions

"...but it crashed and data is gone"

"Assembly blew up..."

"...latest version?"

"Who made those changes?"

"...forgot to back up."

"File got corrupted. Starting over..."

"...forgot to save."

"Shenzhen built an old version."

"...file is checked out."

"An error was encountered..."

"...waiting for design feedback."

"I don't know. Call IT."

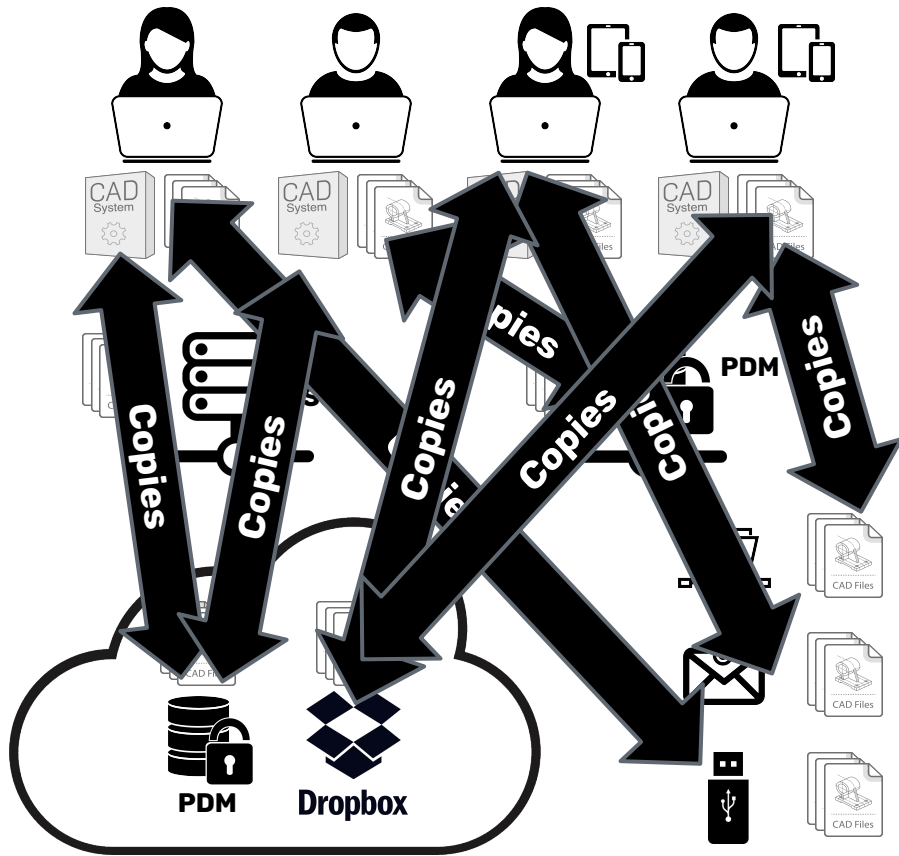
"...did you see my email?"

"I thought you had it."

"...but we're on 2016."

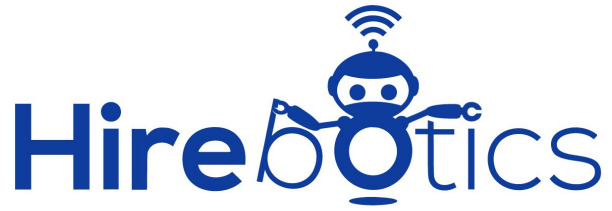
"Anyone got a license code?"

Legacy architectures were not built for today's teams



- Downloads
- Installs
- Upgrades
- Service packs
- License codes and servers
- Incompatible software versions
- Crashes

- Where's the latest version?
- Am I overwriting someone's work?
- Did someone overwrite my work?
- File checkout and locking hassles



- > Industrial robotics systems integrator - Nashville, TN

Major Challenges:

- > Hourly service = fast turn around
- > Cut through the hand-off process of data
- > Onsite installations



“What Onshape is really allowing us to do is to build our business and shape the tool to what we need it to be, not shape our business to what the tool is,”

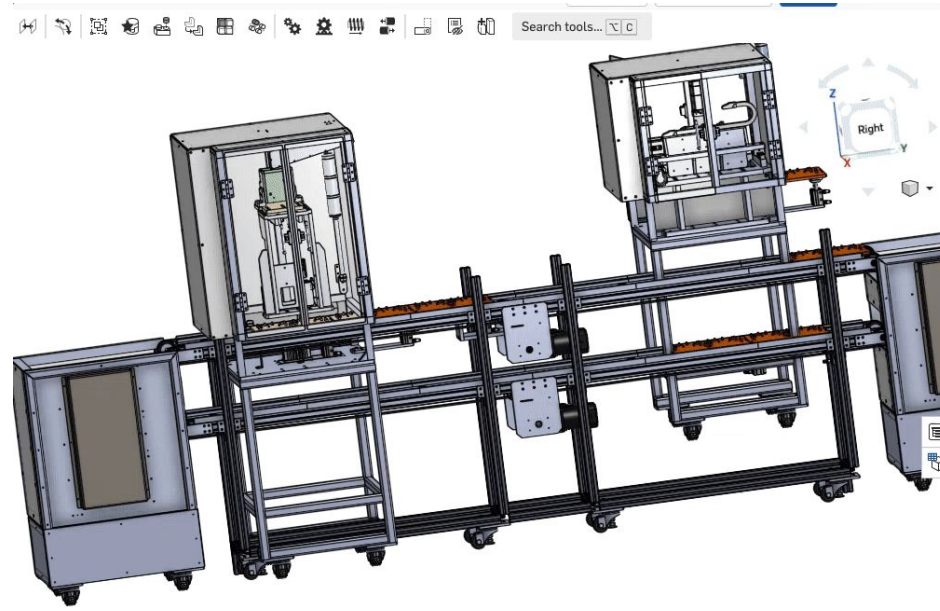


- > AI vision system integrator - Nashville, TN

Major Challenges:

- > “Previously, out-of-sync information had led to incorrect parts being manufactured”

“Much of our work in my group requires pulling in other vendors, making sure systems fit together, and working together with the customer to assess their requirements,” Long says. “At any one time, we might be working with several dozen key stakeholders who may need to see the design.”



ABSOLUTE

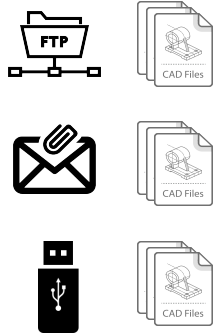
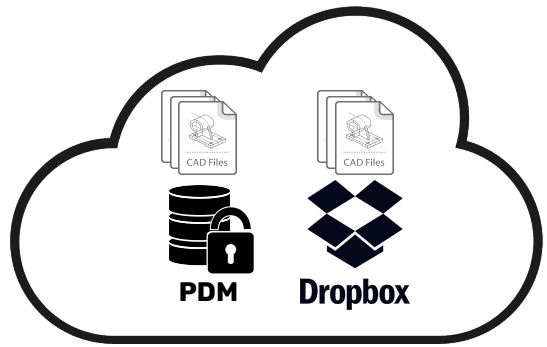
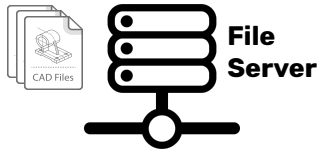
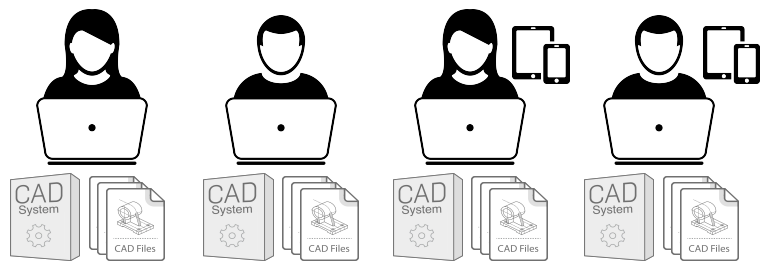
MACHINERY

- > Automating injection molding machinery - Worcester, MA

Major Challenges:

- > Losing business due to RFQ process
- > Don't want the process to change for field sales
- > Speed up release approvals

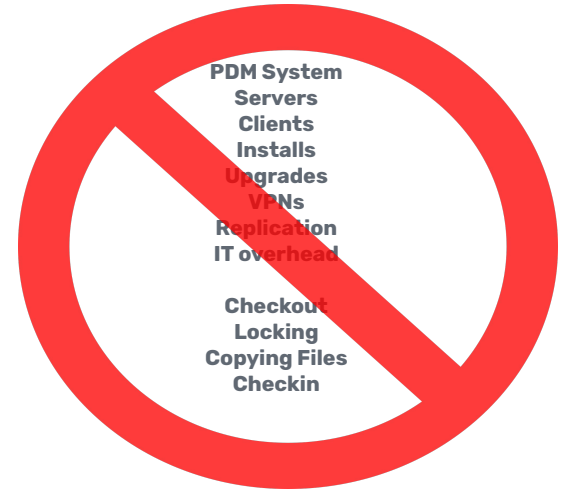
Live Configuration Link:
<https://bit.ly/2MpGWMZ>





Why Business are Moving

- Ease of Use / Time to Value
- Zero IT Footprint - Lower Total Cost of Ownership
- De-Silos Companies (Visibility and Collaboration)
- Risk Mitigation (Secure sharing and modern security protocols)
- Accelerates time-to-market (Iterative and Collaborative)
- Improved Communication with Supply Chain
- Increased Productivity (99.99% uptime)





Thank You

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Booth: 102

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