

## Checklist

# How thorough is your AMR vendors' deployment process?

- DESIGN
- DEPLOYMENT
- SUPPORT

As you evaluate AMR solutions, ensure your shortlisted vendors have a thorough deployment process that will set you up for success.

Get peace of mind that your vendor will deliver a smooth and successful deployment by confirming they're considering the following elements in each key phase.

QUESTIONS	OTTO		
	VENDOR 1	VENDOR 2	VENDOR 3
<p>Will the vendor develop an initial facility layout that considers factors such as the payload, charging locations, and facility integrations?</p> <p>By identifying constraints in the layout, your vendor can address them early to minimize surprises and keep the project on schedule.</p>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<p>Will the vendor help you find the ideal attachment for your workflow, and ensure the payload stays in place with the right tooling?</p> <p>Your vendor should analyze payload stability and account for the overall footprint to ensure the attachment is compatible with your facility and maximizes throughput.</p>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<p>Does the vendor determine safety fieldsets based on not only the robot's size, but the attachment, payload, and stability tooling, too?</p> <p>Accurate fieldsets ensure safety while still maximizing throughput by enabling two-way aisles, where possible.</p>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<p>Are they making sure your business management systems are communicating and integrating effectively with their AMR solution?</p> <p>Designing these custom integrations for ease of use, robustness and scalability will make it easy to deploy and expand in the future.</p>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<p>Will the vendor continually run simulations throughout the design stage, and improve upon the design based on results?</p> <p>This ensures your fleet size and designed elements are optimized for a faster ROI.</p>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

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<p>Will the vendor conduct pre-site integration testing with actual hardware in a physical test space?</p> <p>For complex workflows, physically testing the workflow in advance off-site will enable time and cost savings on site during deployment.</p>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<p>Will the vendor develop documentation for you prior to coming on site?</p> <p>By developing documentation early, your deployment can be as efficient as possible, setting your operators up for success.</p>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<p>Do they provide detailed IT requirements, such as fleet manager server specs, network and bandwidth specifications, data ingress and egress needs?</p> <p>Defining IT requirements from the start ensures a secure, successful deployment and avoids surprising your IT team.</p>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<p>Will they deploy IT infrastructure before arriving on site?</p> <p>Deploying and troubleshooting IT before the on-site AMR deployment helps avoid losing time on site waiting for issues to be resolved.</p>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

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<p>Does the vendor have a step-by-step plan for system commissioning, from connecting middleware to the fleet manager, to verifying AMR parking and charging?</p> <p>By being methodical during this phase, you can reduce any potential rework and save time during deployment.</p>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<p>Will the vendor run thorough testing of workflows, endpoints, workstations, interlocks, and more while on site?</p> <p>Testing each element of the deployment on site ensures that what was designed remains efficient in the facility itself.</p>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<p>Has the vendor provided training and tools to optimize and stabilize the solution, especially for when it's time to scale?</p> <p>The right level of detail in this stage will make it easy for you to add AMRs and workflows in the future.</p>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<p>Does the vendor have a detailed plan for training and handoff, including hands-on training for your operators that will be using the system every day?</p> <p>This step empowers your team to independently operate the AMRs, ensuring they can use the system effortlessly every day.</p>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<p>Can the vendor provide real-world examples of various deployments they've completed in different scenarios, such as transporting overhanging payloads or deploying in areas with high traffic?</p> <p>This will help you feel more confident in the vendor's ability to execute, rather than just their on-paper capabilities.</p>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

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<p>Does the vendor offer a comprehensive support package, designed to help you monitor and report on system performance?</p> <p>Maintaining your AMR fleet can be stress-free with the right vendor.</p>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<p>Will the vendor empower you to update the system and make changes to your map and workflow that continuously optimize the solution?</p> <p>This training helps to ensure your team can keep your AMR fleet running at peak performance.</p>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>