Cobot Benefits & Financing Automation
PRINCIPLES OF LEAN MANUFACTURING
MINIMIZE WASTE

1. **Transportation** – Non-valued-added movement of parts, materials, or information
2. **Waiting** – When people, parts, or facilities stand idly while they wait for work cycle to be completed
3. **Overproduction** – Producing outputs in greater quantities than customer demand
4. **Defects** – Producing outputs so flawed that customers would deem them unacceptable
5. **Inventory** – Accumulating leftover raw materials, works-in-process, or finished goods
6. **Movement** – Unnecessary movement of workers, materials, or equipment during processing
7. **Extra Processing** – Additional work, even though it is not required to meet the customer’s standards
8. **Underutilizing Human Potential** – When employees can make greater contributions yet are prevented from doing so because of the other tasks they need to perform
THE COBOT DIFFERENCE

• Large, fixed equipment
• Typically requires safety cage
• High-volume, high-speed production
• Complex integration and programming
• Difficult to change/redeploy
• High deployment costs

VS

• Small & flexible
• Similar speed as human
• Fast set-up
• Easy to use
• Safe alongside workers
• Low upfront costs and fast ROI
BUSINESS BENEFITS FOR CNC MACHINE SHOPS

- Increase capacity
- Increase quality, minimized waste
- Constant throughput
- Lights out operation, increased uptime
- Reduce operation costs
- Less than 1-year payback time
- Ideal for us in a Low-Volume/High-Mix production environment
- Rid our machinists from dull and repetitive loading and unloading to more cerebral tasks.
CERTIFIED SYSTEMS INTEGRATOR
LEARN CNC PRODUCTION
Easily move raw parts in and out with the supplied carts

INCLUDES DELIVERY, INSTALLATION, AND TRAINING
Everything is included in the price; we will deliver with our truck within 100 miles of Fusion, handle the required installation, and the on-site training

QUICK DELIVERY
Our promise is to personally deliver our standard configurations within 15 business days of order

CUSTOM END-EFFECTORS
Easily swap out gripper fingers and entire end-effectors as your jobs change

REMOTE SUPPORT
After installation Fusion provides 10 hours of remote support

CONTINUOUS OPERATION
Designed for “lights-out” operation
VIDEO OF THE WEEK

Email us at cobotics@fusionOEM.com
We provide clients with customized, cost-effective lease solutions for technology equipment, software & services.

ABOUT US

• National presence with offices in Minnesota, Texas, California, Connecticut, New Jersey and locally in Grafton, Wisconsin
• Privately held and unregulated allows for maximum flexibility and highest level of customer service
• Now more than ever, we are focused on providing our clients with the capital preservation and flexibility needed to adapt to an increasingly uncertain environment
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WHY LEASE COBOTS?

• Keep up with the exponential rate of change in the robot/cobot landscape
• No long-term commitment - flexibility to scale up and down as needed
• Quick integration - typically 4 weeks from signed agreement
• Enables immediate ROI while optimizing revenue flow and reducing tax burden
• No significant upfront investment, while still filling the skills gap
• Consistent productivity
WHY LEASE COBOTS?

Financial Benefits

- Preserve capital and eliminate budget constraints
- 100% financing with no down payment
- Lower total cost of ownership with operating type lease structure
- Flexibility of term and payment structure
- Match payments with seasonal income
- Provide the ability to invest capital in appreciating assets as opposed to assets that are depreciating

Over 80% of all U.S. companies lease technology assets
(Equipment Leasing & Finance Association)
WHY LEASE COBOTS?

Technology Benefits

- Hedge against the risks and high costs associated with obsolete equipment.
- Cobots as a utility – benefit comes from its use, not from owning it.
- Ability to bundle equipment with software, licensing, and professional services into the lease.
- Avoid production loss as a result of unreliable or broken infrastructure.
- Flexibility to add or delete equipment from current lease lines.
- Restructure or rewrite lease at any time during the initial term.
- Lifecycle Management.

Only 28% of IT investment currently goes toward innovation; the remainder is spent on supporting old technology. (Forrester)
HOW IT WORKS

Seamlessly integrate the equipment you need into your operations on time and on budget.

Leasing Process

You decide on the equipment, software, services, and warranties you want to implement.

Vantage provides you with lease pricing for a simple monthly/quarterly/annual payment and submits for credit approval.

Once approved, Vantage places the order and pays the vendor(s) directly.

You receive delivery of equipment and seamlessly integrate it into your operations.
FAQ’s & Client Success Stories

• What is the difference between leasing with an independent and paying cash or receiving financing through a bank?

• What asset solutions are available to lease?

• What if I don’t know what kind of equipment is right for our company, can you help with that?

• Other Questions?
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