

You are at the point where you want to integrate a robot onto your workflow. There are several options that will probably accomplish the job. First, you can try to do it all by yourself. Depending on the robot and the complexity of the task, it might be a tough job. The other option is to work with a robot integrator. These guys have a lot of experience with integrating robots and know a bunch of things relative to different applications and what is feasible. However, how can you be sure that the integrator you will be working with is a good one? Are there any guidelines to follow? Well yes, there are. Here is a short list.

- *How structured is the communication with the integrator during your first meeting about potential projects? Notice how detailed the information is. This is often a good indication of the quality of the work that will be done by the integrator. If he addresses every detail in the quotation, you can expect him to address every detail later on in the project.*



- *Try to get some references for a similar project. This is sometimes hard because of confidentiality issues. However every good integrator has something to prove their experience in the field. Most of the time integrators will have a "realization" section on their website. If you can contact the company that has receive their services, then you can have a good idea about the quality of those services. I have noticed that I frequently hear about companies that are installing robots and just abort the project because it wasn't well thought out or integrated in the first place. So these companies have put a lot of money into the project and then they just abandon it, harsh!*