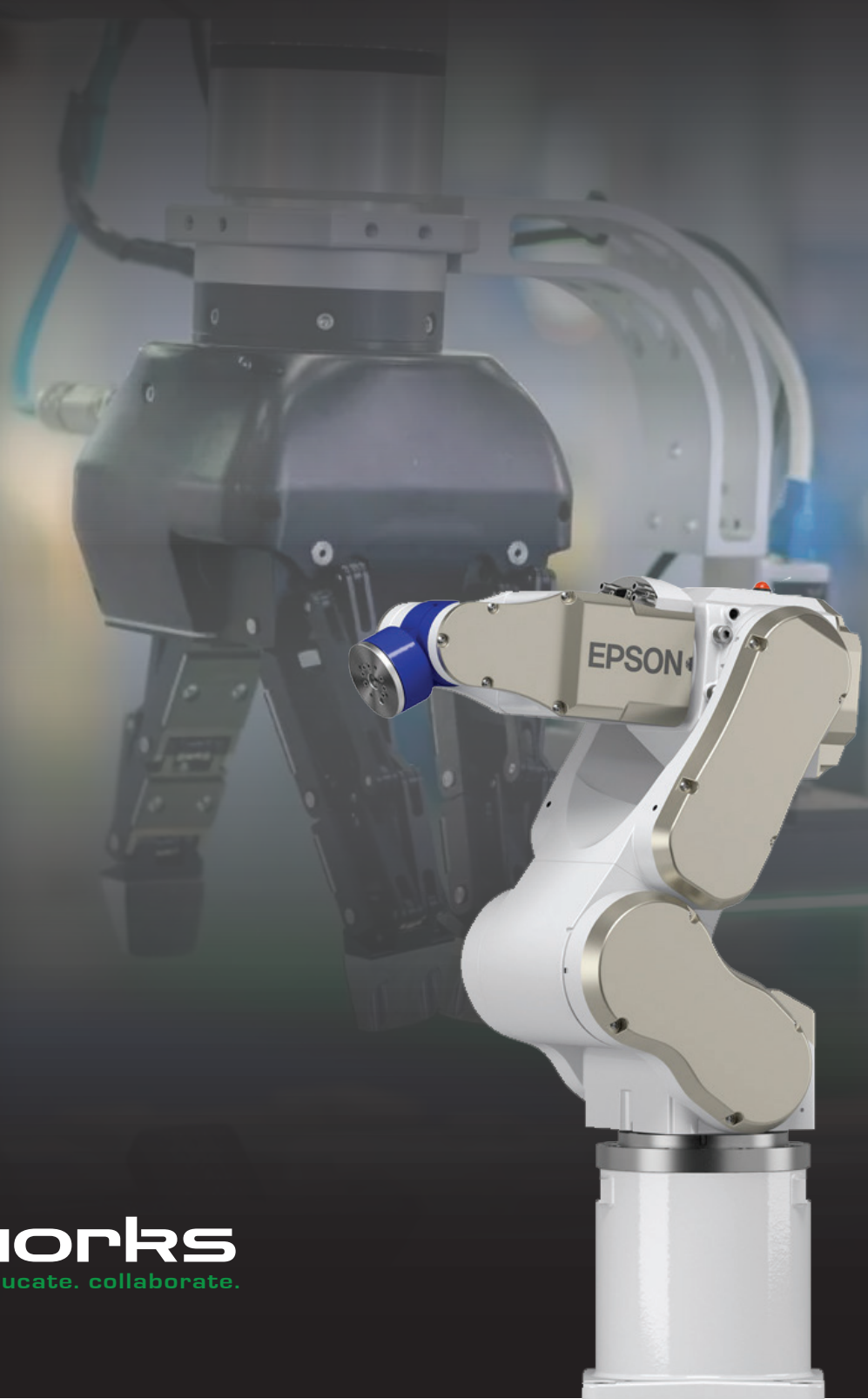




A Cobot Buyers Guide For First Time Automation Adoption



cobotworks
innovate. educate. collaborate.



Table of contents

- ✔ What Is a Cobot?
- ✔ What Does Installation Involve?
- ✔ What About Safety and Compliance?
- ✔ What Maintenance Will I Need?
- ✔ How Much Will It Cost (and Save)?
- ✔ How Do I Get My Team on Board?
- ✔ What Support Comes With It?





Introduction

Thinking about adding a collaborative robot (cobot) to your operation? You're not alone. With rising labor costs, persistent shortages, and growing production pressure, manufacturers across the country are looking for smart, safe, and scalable ways to add capacity.

But let's be honest—buying your first robot can feel intimidating.

This guide walks you through what to expect when bringing automation into your facility. From planning and safety to ROI and employee buy-in, we'll help you move from curious to confident.

You don't need to be a robotics expert. You just need the right partner and a practical plan

cobotworks
innovate. educate. collaborate.



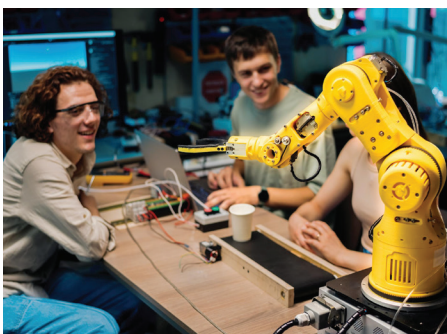


What Is a Cobot?



Cobots—short for collaborative robots—are designed to work safely alongside human employees. Unlike traditional industrial robots that require fencing or isolation, cobots are built with safety, flexibility, and ease of use in mind.

They're commonly used in machine tending, packaging, assembly, welding prep, inspection, and more.



Benefits

- Safe to operate without cages
- Easy to program (often with no coding required)
- Compact and mobile
- Cost-effective and fast to deploy



What Does Installation Involve?

One of the biggest misconceptions about cobots is that installation is slow, complex, or disruptive. In reality, most cobot deployments take just a few weeks from start to finish.

What the process usually looks like

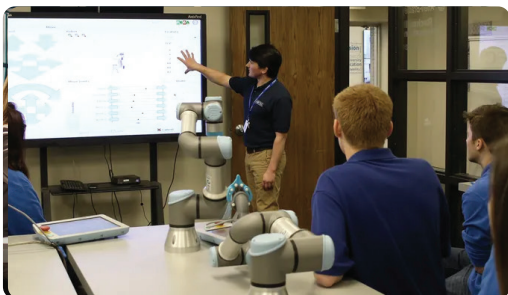
Week 1: Task selection, site assessment, planning



Week 2: Mounting, integration and initial programming



Week 3: Operator training and testing



Week 4: Optimization and ramp-up



Most manufacturers start with one cobot on one task. This 'pilot station' helps build experience and confidence before scaling to other areas.



What About Safety and Compliance?

Cobots are designed with built-in safety features—like force limits and speed control—to ensure safe human interaction. Most meet or exceed ISO 10218 and ISO/TS 15066 standards for collaborative robotics.



Even so, a proper safety assessment should always be conducted before deployment.

Key safety considerations

- Risk assessment and documentation
- Operator training
- Clear workspace layout and signage



With proper setup, cobots have an excellent track record of safety—especially compared to manual labor in repetitive, high-risk tasks



What Maintenance Will I Need?

Cobots are remarkably low-maintenance



Most units require only

- Occasional greasing or part replacement (depending on application)
- Software updates or troubleshooting
- Periodic inspection of mounts, sensors, and EOAT (end-of-arm tooling)

You can also purchase support packages that include proactive service visits, remote diagnostics, and part warranties.



How Much Will It Cost (and Save)?

A typical cobot setup—including the robot arm, tooling, basic integration, and optional add-ons—costs \$35,000 to \$75,000. That may sound high—until you compare it to the true cost of human labor.

Human operator —————→ \$65K–\$75K/year (including benefits, training, and turnover)

Cobot —————→ \$5–\$7/hour over its lifetime

Most manufacturers report ROI in under 12 months—sometimes as quickly as 6 to 9 months.



Bonus: Section 179 Tax Deduction

You may be able to deduct the full cost of your cobot investment in the first year through Section 179 of the U.S. tax code. Leasing and financing options are also available



How Do I Get My Team on Board?

Employee resistance is one of the most common challenges to adopting automation—but it's also the easiest to solve with the right approach.



Tips to build team support

- Involve operators in planning and setup
- Explain that cobots *support*, not replace, your team
- Emphasize safety, skill-building, and career growth
- Let them name the cobot (yes, really—it works!)

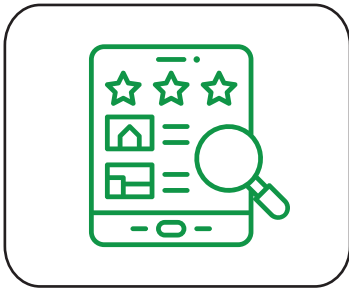
Workers quickly realize that cobots eliminate boring, repetitive, and physically demanding tasks—making their jobs easier and safer.



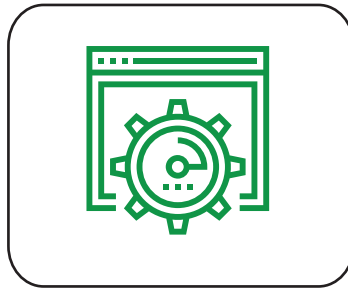
What Support Comes With It?

CobotWorks.org connects you with trusted distributors across the country who don't just sell cobots—they support them.

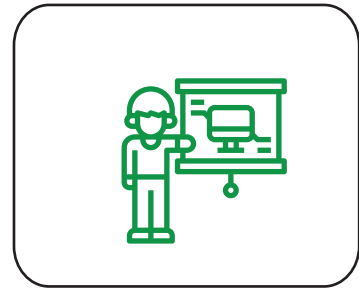
What's typically included



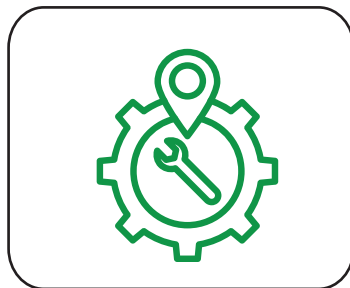
Application review



On-site setup & testing



Operator training



Local service & support



**Remote diagnostics
(optional)**

You're not doing this alone. Whether you need help building your business case or troubleshooting a sensor, help is always available.



Ready to Learn More?

Want to explore what a cobot could do for your operation?



Visit www.CobotWorks.org to get started.