

# WHAT TO ASK YOUR AUTOMATION PARTNER (BEFORE YOU COMMIT)

*A smart buyer's guide to selecting the right cobot integrator, vendor, or solution provider.*

## NOT ALL AUTOMATION PROVIDERS ARE CREATED EQUAL.

Whether you're considering your first cobot or expanding into new lines, the partner you choose will directly impact your success. Use this checklist to guide your conversations—and make sure you're working with a team that understands your business, not just their technology.

## TOP 10 QUESTIONS TO ASK YOUR AUTOMATION PARTNER

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| 1. Can you help identify the right task for our first cobot?      | ▶ | <i>Great partners help you start small and smart—not sell you a robot and disappear.</i> |
| 2. How do you support training for operators and team leads?      | ▶ | <i>Your team needs to be comfortable with the tech—not dependent on outside help.</i>    |
| 3. Can we reprogram or reassign the cobot ourselves?              | ▶ | <i>Flexibility is key. Make sure you're not locked into one task forever.</i>            |
| 4. What's the full cost—hardware, integration, training, support? | ▶ | <i>A clear quote helps you compare apples to apples across vendors.</i>                  |
| 5. How quickly can we expect payback?                             | ▶ | <i>Reputable vendors will give you a ballpark ROI and timeline based on real data.</i>   |
| 6. Can I talk to a current customer with a similar setup?         | ▶ | <i>Social proof is essential—talk to someone who's already deployed successfully.</i>    |
| 7. What ongoing support or troubleshooting is available?          | ▶ | <i>Downtime = lost revenue. Make sure support is fast and accessible.</i>                |
| 8. Will this disrupt my production during installation?           | ▶ | <i>You want minimal disruption and a clear deployment plan.</i>                          |
| 9. How will this impact my current team?                          | ▶ | <i>The right partner helps you gain employee buy-in, not create fear.</i>                |
| 10. What happens if it doesn't work for our task?                 | ▶ | <i>Ask about backup plans, pilot structures, or trial periods for peace of mind.</i>     |



### WATCH FOR THESE RED FLAGS:

- Vague or evasive pricing
- Overly technical answers with no real-world examples
- No mention of change management or team engagement
- “Set it and forget it” mentality
- No after-install support plan

**WANT A PARTNER WHO WILL HELP YOU PICK THE RIGHT TASK, TRAIN YOUR TEAM, AND DELIVER ROI FAST?**

Let's Talk.

Schedule your  
Cobot  
Discovery Call

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