

**Flexible
Automation
Inc.**



*Creativity and Service
Second to None*

SELECTING THE RIGHT AUTOMATION COMPANY



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INTRO

Selecting the right automation company can be the difference between a great success with a positive ROI or a complete failure, which can lead to redoing an entire project with another company. So making this right decision takes time and some research. So what exactly should you be looking for in an automation company?

There's obviously a lot that factors into what makes a successful automation company, and

it has to fit your needs perfectly. But there are a few key areas you should place

Choosing the right automation company can be the difference between success and failure

emphasis when selecting the right automation company for you. Let's review these key areas and what to look for when selecting the right automation company.

“We have been dealing with Flexible Automation for several years and they do a great job building machines and their support team is wonderful. They always are right there to help when we call them. I look forward to working with them on more projects in the future. They are an A+ company in my book.”

-Vice President of Tooling and Production, Recreational Products Manufacturer

Flexible Automation is a 30-year-old company that has been focused on robotics and vision inspection from day one. Located in Southeast Michigan, the business has experienced growth in all areas of operation since its inception.



70

Average no. of machine projects per year



80%

of machine projects are for repeat customers



30

Years of experience in robotics and automation

Cost, Timeline, Quality

Obviously you're going to want to quantify the best ROI possible when selecting an automation company for your manufacturing needs. Let's face it, if the cost of hiring an automation company exceeds the benefits received, then what's the point? So your ROI is important.

But that doesn't mean you want to cut corners when selecting the right automation company. While up front, going with a less expen-

Quantify The Best ROI

sive automation company might look beneficial on paper, it could come with risks. You're going to have a timeline and expect high-quality work with your project. If you cut corners, you're risking both the quality and timeline of your overall project..

Let's use this example: Company A is a littler pricier but does all their work in-house, while Company B offers to do the project at a lower cost but outsources several areas of the project. The lower price may look good, but you're

taking a risk with an automation company that outsources. When Company B outsources sections of the project, they are putting the work into the hands of someone else. Is that outsourced company reputable and trustworthy? You may not know.

Outsourcing can lead to delays in communication, shipping and break-downs, which all lead to Company B not hitting your pre-determined timeline.

Flexible Automation performs all of its manufacturing in-house, meaning every aspect of the project is started, tested and completed by our highly-qualified staff. By us completing all of our projects in-house, we are able to maintain

control over everything, from timing to the quality of work. This means you can be assured that you will get exactly what you wanted within the timeline and have constant communication throughout.

So again, it all boils down to your ROI and finding a reputable company that you can trust. While we compete on price with Company B, we can guarantee high-qauity work and hit timelines because we keep everything in-house.

If you cut corners, you're risking both the quality and timeline of your overall project.

A CEO or floor manager of an automation company can reassure you all day long about their work, but if they don't have the right highly-skilled engineers, then their word means nothing



Personnel & Capabilities

We mentioned quality before, and when selecting an automation company, you want to ensure you are receiving high-quality work. A CEO or floor manager of an automation company can reassure you all day long about their work, but if they don't have the right highly-skilled engineers, then their word means nothing.

Our staff of seasoned proposal engineers hails from diverse manufacturing backgrounds. This enables a collaborative effort and a well thought-out solution. Further, the engineers are able

to draw upon 30 years of company history which has been focused on custom machines and robotics from day one.

During our 30 years of business, we've established a sophisticated process, including the concept stage, project management to design and building. All of our highly-skilled engineers have a thorough understanding of our process, and are able to come together on all projects to ensure the best quality possible.



On-Going Support

We understand that service and support after start-up is just as important as the automation design and build process.

We put your reputation as well as our own on the line with every project, so we want to make sure we are there for our customers when they need our help. Our dedicated staff of controls personnel and mechanical technicians is adept at quickly identifying a problem and finding a solution.

All of our machines come standard with a one year warranty on parts and workmanship.

Longer warranty periods can be quoted upon request.

We utilize both dedicated service technicians and primary controls programmers to address service issues. Often, the person performing service work is the person who originally programmed the equipment. This approach is beneficial to the customer because production can resume quickly and service bills are minimized.



Summarize

When you're in charge of selecting an automation company for your manufacturing needs, you're putting your neck on the line. It's typically a large investment that could go very well for your company, or it could turn out to be a failure. There's obviously a lot of risk involved with selecting the right automation company, so it's best to make sure you find a company that is reputable and has the right personnel, capabilities and support to ensure you receive your product on time with a positive ROI on your investment.



About Flexible Automation Inc.

A custom machine concept is not a commodity. Rarely are two proposals similar enough to compare on price alone.

With 30 years in the automation business, Flexible Automaton Inc. has established a manufacturing process that offers capabilities and a reputation above and beyond its competitors.

We help manufacturers automate their production and inspection processes so that quality, cost, and volume can be optimized.

Located in Southeast Michigan, the business operates in a modern, air-conditioned, 24,000 square foot facility.

Over fifty employees staff the engineering, manufacturing, and administrative departments.

Flexible Automaton Inc. has established a manufacturing process that offers capabilities and a reputation above and beyond its competitors.

Our controls / electrical engineering department is staffed with twelve members who are all highly-qualified and bring years of experience to our team.

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