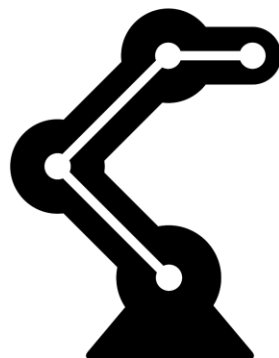


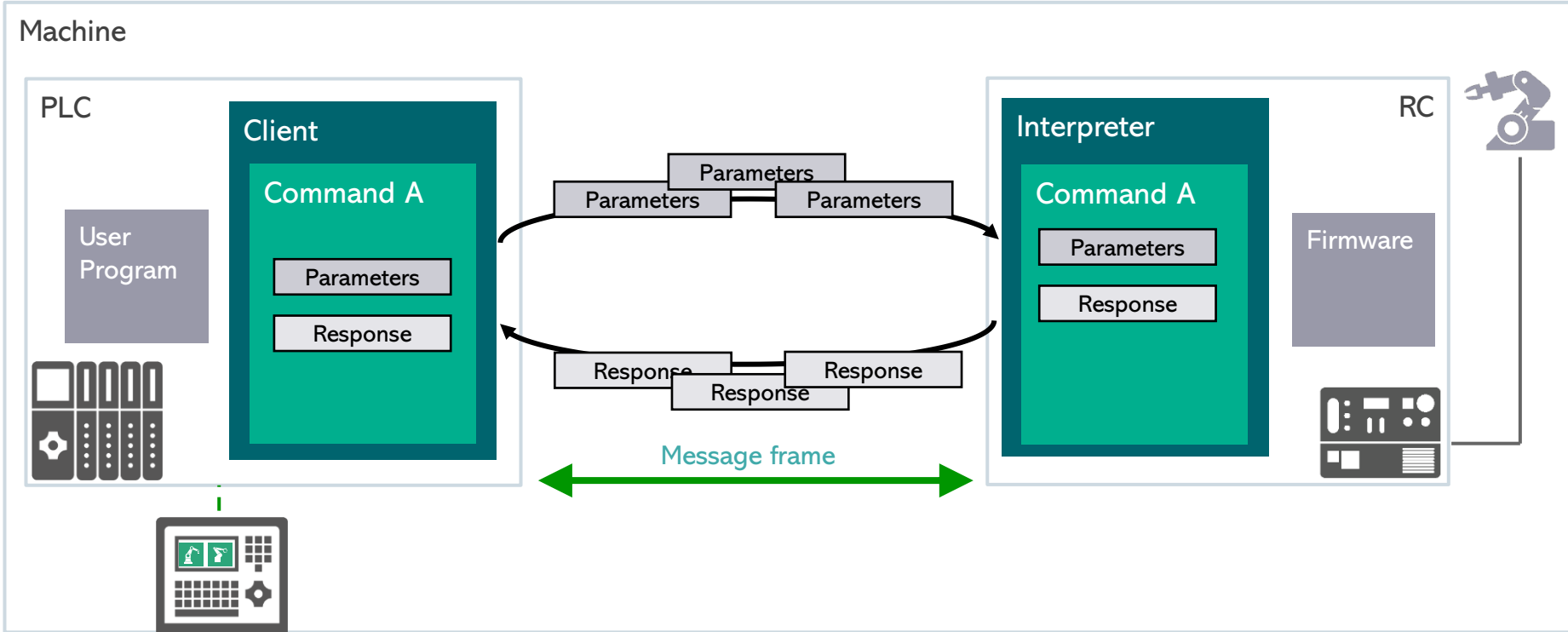
# SRCI

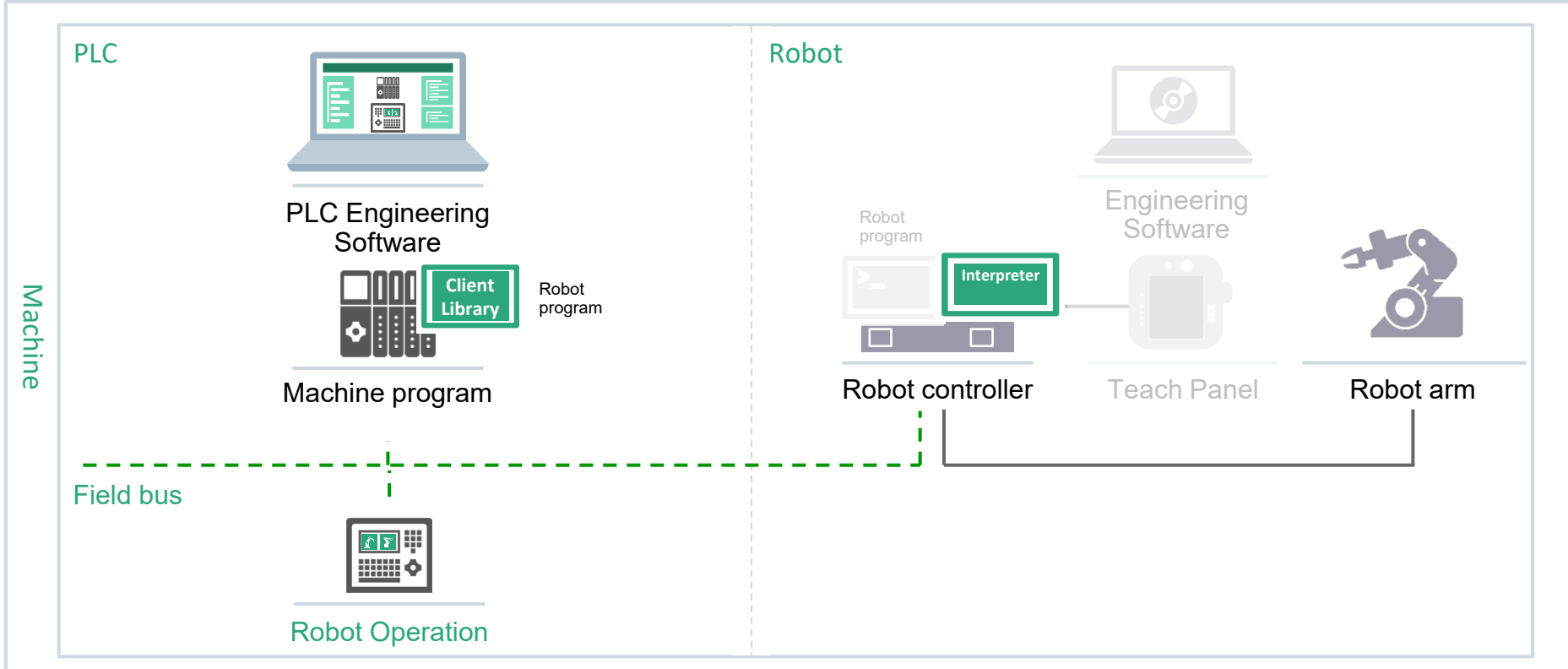
Get Together for Robotics 2025





**SRCI**







## Customers

“Proven cost reduction  
in operations”



## Robot Vendor

“Overcoming growth  
barriers in the market,  
by simplifying access  
to a broader customer  
base”



## PLC vendor

“Opening up  
expanded  
opportunities to shape  
their ecosystems”



## Start Up

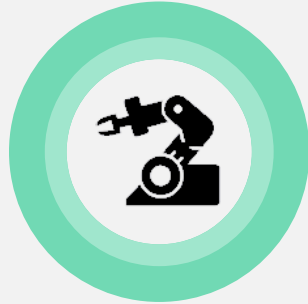
“Focusing on their  
core innovations and  
thereby accelerating  
market entry”

# The 'chicken-and-egg dilemma'



**Customers**

“Proven cost reduction in operations”



**Robot Vendor**

“Overcoming growth barriers in the market, by simplifying access to a broader customer base”



**PLC vendor**

“Opening up expanded opportunities to shape their ecosystems”



**Start Up**

“Focusing on their core innovations and thereby accelerating market entry”

### End customers



- High operating and maintenance costs
- Long downtimes
- Limited reusability

- Enormous engineering and development effort
  - Delayed projects and higher costs
    - Limited reusability
  - Less flexibility in the offering
    - Complexity in integration



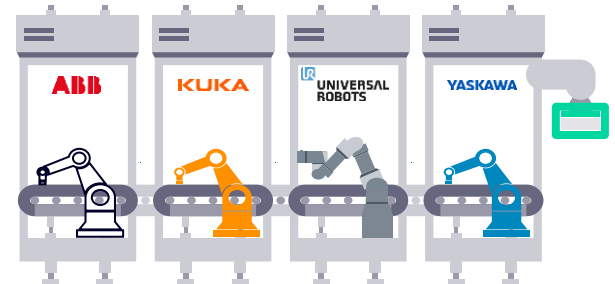
### Machine builders

### System integrators



- High personnel and training costs
- Inefficient project implementation
- Limited scalability of the business
- High documentation and support costs

The main bottleneck is the number of available robot experts.





**Güneş Bilgen**



**Markus Leopold**