

# FME AI FOR INDUSTRY JAAREVENT



**Flexibele  
automatisering met  
Robots, Vision en AI**

**11 december 2024**

# AGENDA

1. Daniël Bottema en Allart van de Schootbrugge – AWL  
Robots en AI in de logistiek: Van theorie naar praktijk
2. Bram de Vrught – QING  
AI en Robotica: De nieuwe norm in automatisering omarmt diversiteit
3. Vragen & discussie

**AWL.**



Yes, yes.

**Flexible automation...**  
**From theory to Robot**  
**Workforce in**  
**intralogistics**

**AWL.**



**A** ambition  
“we walk the extra mile”

**C** commitment  
“we deliver, because we care”

**T** teamwork  
“we partner with our internal and external stakeholders”

**T** technology  
“we set the standard in state-of-art technology”

**AWL.**

**ACT**<sup>2</sup>

**AWL.**



Allart – Account Manager



Daniël – Operations Manager



# AWL

IN A NUTSHELL

# AWL.



**30 years**

*experience in high degree of automation*



**8**

*locations worldwide*



**>800**

*passionate professionals*



**> 4000**

*robots integrated*



**Turnkey**

*from concept to service*



**Partner no matter what**

*long-term partnerships over short-term transactions*



**Distinctive innovation**

*the first and the best at understanding and integrating new/existing technologies*



**Customer Intimacy**

*dedicated multidisciplinary teams – Business Units*

# THE WORLD OF AWL.

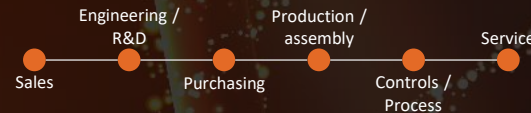
*We serve you in your language and time zone.*



## NL Harderwijk, HQ

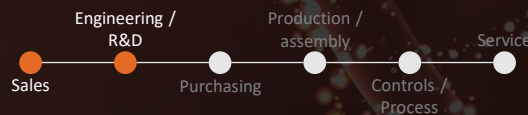


### Group Management

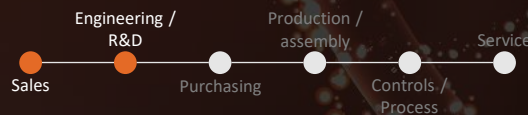


## NL Additional NL branches

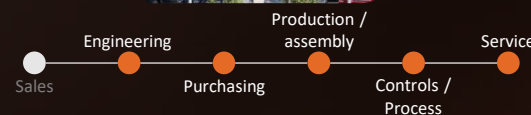
### Mechdes



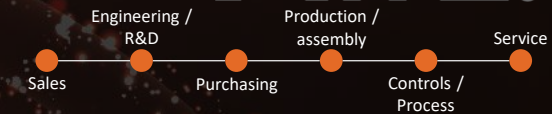
### TT Engineering



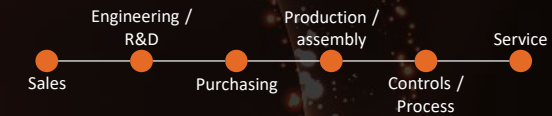
## CZ Napajedla



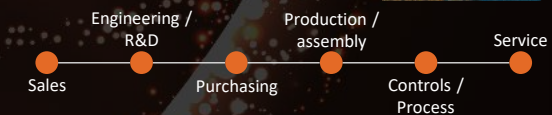
## CN Wuxi, Jiangsu



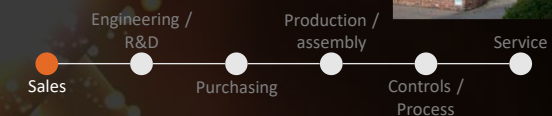
## MX Querétaro



## US Spartanburg & Duncan, SC



## UK Hampshire






# The industries



**AUTOMOTIVE**



**METAL PROCESSING**

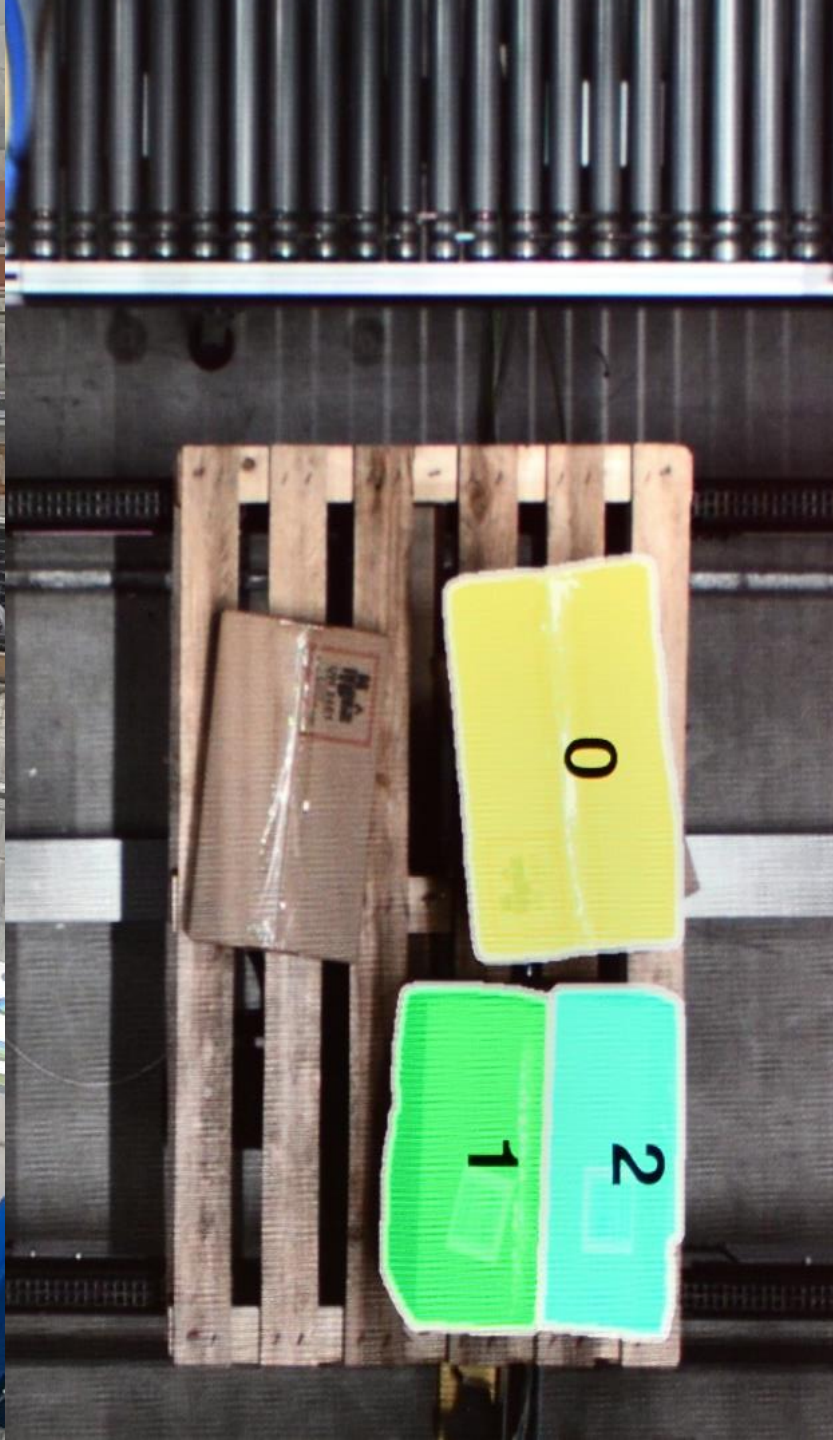


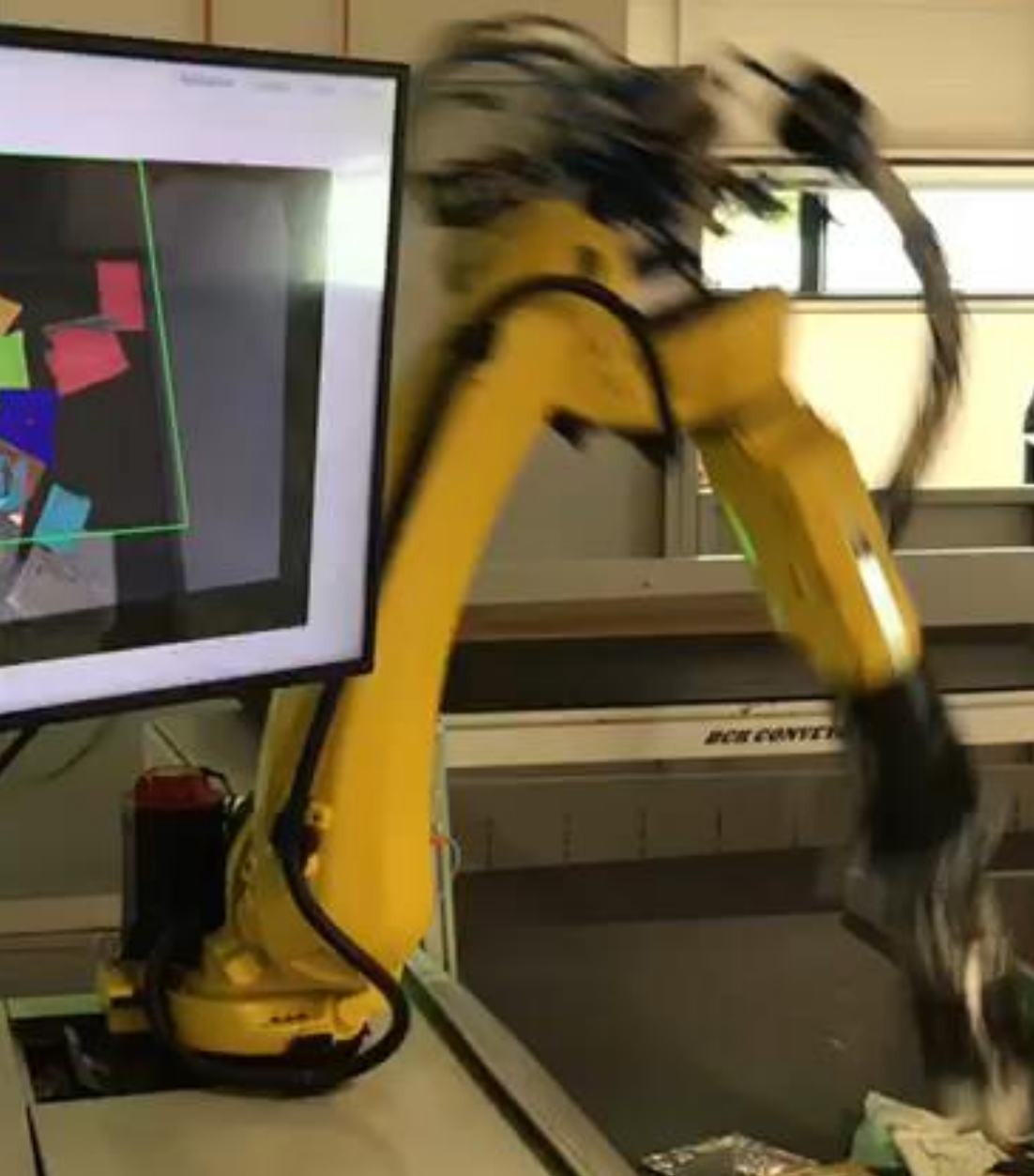
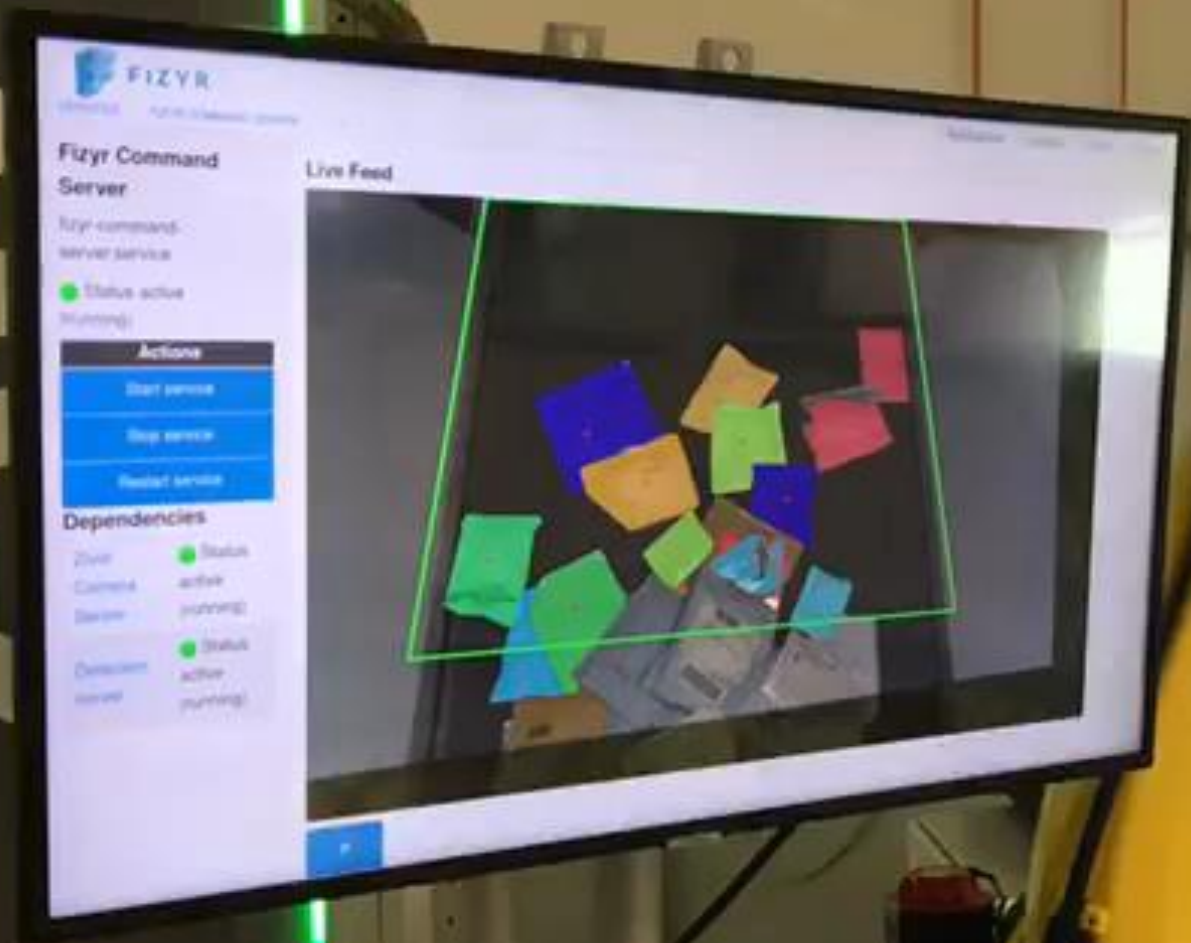
**INTRALOGISTICS**



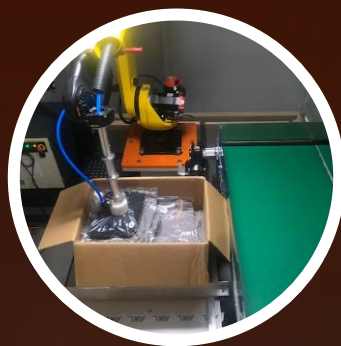
# AWL.







## Now



Item Picking



Sorter Induction



Tote Handling



Random Mixed  
Depalletizing

## Next



Roll-container  
Unloading



Stacking



Roll-container  
Loading

# The real deal | Customer cases

**AWL.**



> 200 Robotic Systems within IntraLogistics in the last 5 years!



ROSI – robotic singulator  
GLS Utrecht



RODE – robotic depalletizer  
DHL Rotterdam



RODE – robotic depalletizers (3)  
Arvato NL & US



The integration of the flip station allows the robot to place the parcels in the correct orientation.

# From Theory to a Robotic Workforce

**AWL.**

## It's a mutual development

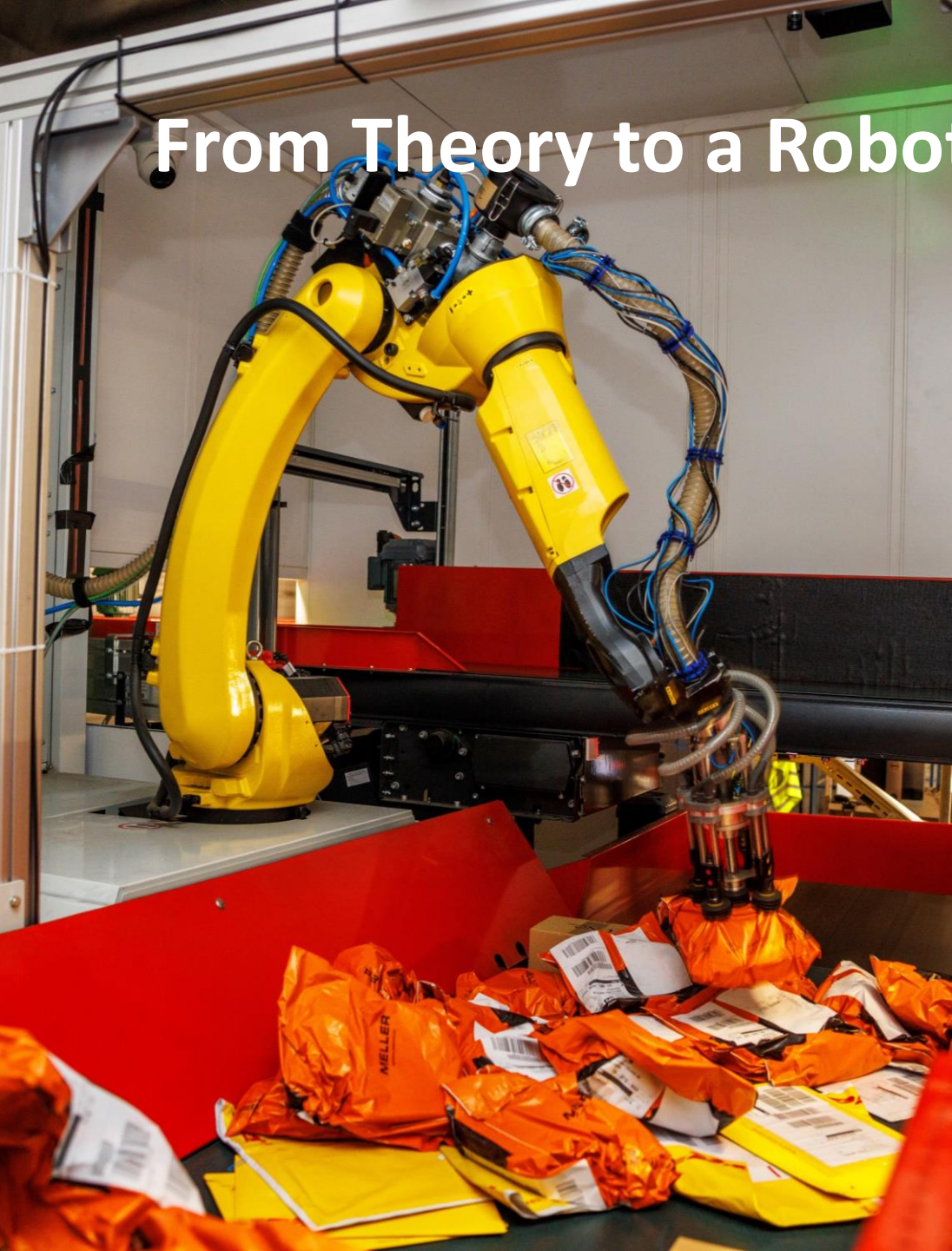
- Start with the drive to automate, you need ambassadors in the company
- Clear specified parcel set vs. variation and reality

## The business case is not about replacing operators 1-to-1

- People are mostly overrated
- A industrial robot cannot handle 100%!
- Operators can do other jobs which bring more value
- Robots will grow the total workforce

## Lessons learned

- A lab is easy; but the real deal starts in a production environment
- User interface
- Service and preventive maintenance







**AWL.**

***Partner.***

***No matter what.***