Questionnaire for solution sales of ACF:

1. Which tool (grippers etc. …) are you currently using (brand, type, weight) for the working process?
2. Which (grinding) application components are used?
3. Pictures and or description of the application which should be automated, or better a small video clip of the process
4. Pictures (sketches- or drawing) of the parts (detailed raw material information) before working process and after
5. What would you like to improve in your working process?
6. What is the current cycle time – how is the current process done, manual or….?
7. Which labor is needed and their cost – to be able to inform you about ROI (shifts / amount person on application etc. etc.?
8. Quality achieved and is improvement an issue? Means, is sustainable quality an issue?
9. Do you use already robots in you plant – if yes, which brand, type, application – to define the interface option?
10. Budget for investment still done and approved?
11. When the project should be realized??