



Gopinath U

**Sales & Proposal Engineering
Robotics**

EXTERNAL



03 04 2024

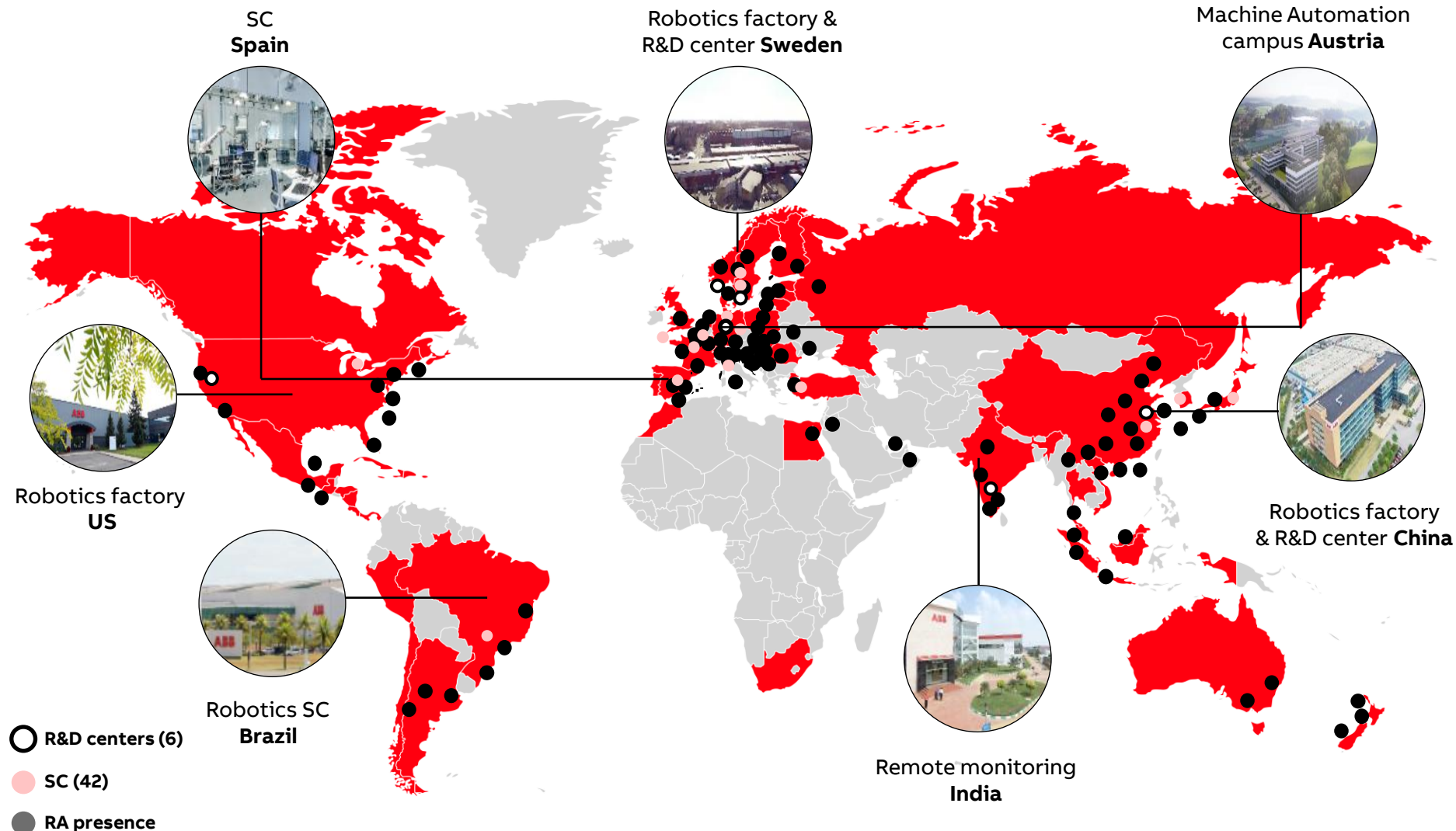
ABB Robotics at a glance: Unlocking innovation

Dubai

ABB

ABB Robotics – Your Global Partner

We are close to customers locally, across the value chain



\$2.9bn	Revenue
42	Global Solution centers
11,000	Employees
1300	Service Experts
50+	Countries
100+	Locations
	Global Service & Sales network
	Unique Authorized Value Provider network

Robotics - A modular and scalable portfolio

Customer centric solutions to match customer needs

SERVICE & SUPPORT

Application services

- OEE improvements
- Upgrades
- Lifetime extensions

Field service

- Data driven services
- Virtual support
- Predictive Maintenance

Spare parts

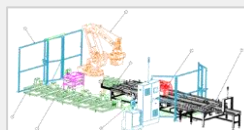
- Flat-fee agreements
- Smart spare part mgmt



PRODUCTS & SOLUTIONS

Smart Systems

Application Cells



Functional Modules



Peripherals



Robots



Software



Customized configurations

- Infinite opportunities to add modular blocks to library
- Standard APIs and web-based design

Generic architecture

- Consolidated UI components library

Generic platform

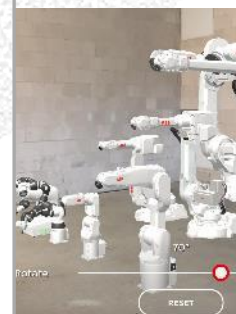
- Generic communication with other systems – WMS, MFC, MES
- Standard cross-application interfaces

SOFTWARE SUITE

Partner & 3rd party apps



Simulation



Applications areas

Business line - Packaging



Picking

This is an area in which we service a multitude of installations, covering a host of different products, applications and packaging line set-ups. These include frozen food, bakery and confectionary as well as ice-cream, meat and fish, cheese, pet food, medical products, shampoo and perfume bottles.



Packing

This area is all about packing a variety of items into boxes. It includes robot-based case packing - smaller boxes packed into larger ones, and racetrack packing - many items picked simultaneously with the aid of grippers.



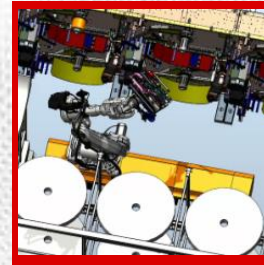
Palletizing

Placing boxes, trays, bags, bottles or other items on a pallet seems easy enough. However, when you need to meet the most rigorous demands in terms of speed, care of handling, pallet patterns, stability, precision and cycle time, nothing compares to a robot-based automation solution from ABB.



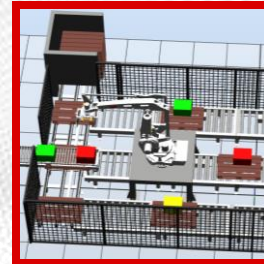
Order Picking

Shorter product life cycles & changeover times, output per m² and batch size 1 are some of the key opportunities for flexible, tailored and intelligent solutions.



Handling of packaging material

Handling of packaging material
Robot based loading and unloading of film rolls on packaging machinery with precise guiding minimizes changeover times and costly production stops.



Mix & Depalletizing

Boxes and crates are produced and stored in batches, but they need to be re-arranged with the right mix for distribution. Efficient and flexible palletizing and de-palletizing makes sure every product is ready for shipmen with the right mix to the retailers.

GSCs

Unique insights and systems to help our customers.



Focus

- Expertise / know-how
- Smart systems / 24/7 service
- Standardisation / software development
- Develop application and function packages



Infrastructure

- Customer center with demo cells
- R&D labs
- Testing new customer applications
- Training our people and our customers



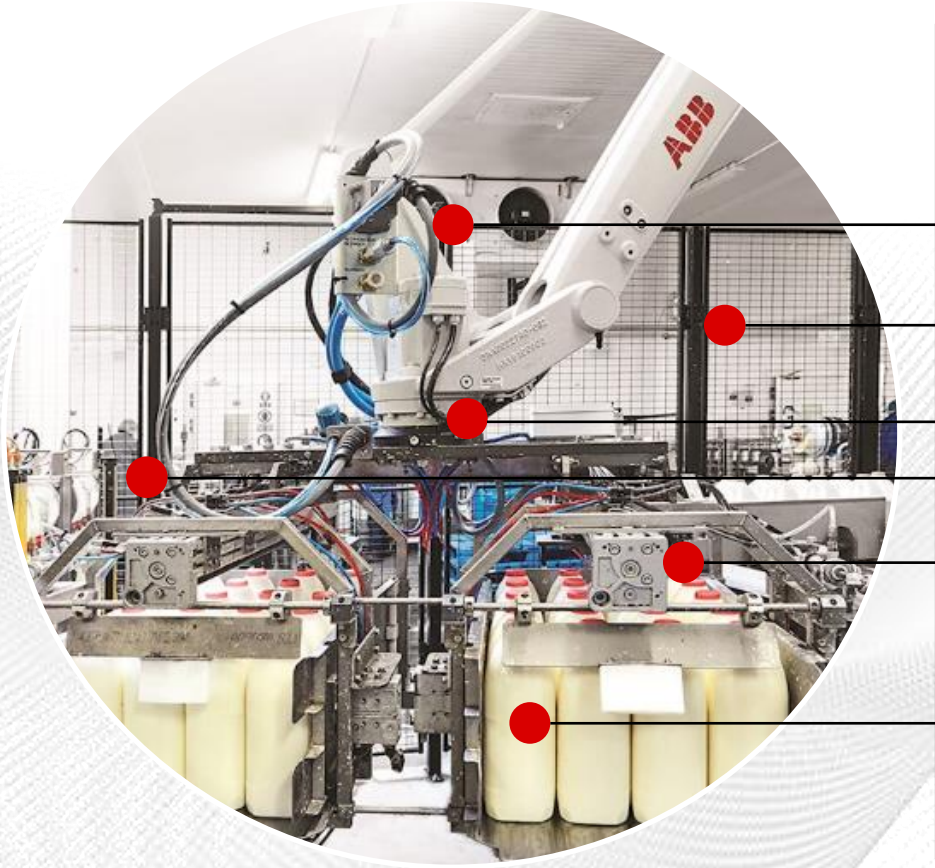
Leadership

- Dedicated engineering teams
- Regional & Global perspective supporting the LBLs and Global Accounts
- Collaborative culture



What makes ABB Robotics different?

Our unique offering



Robots



Software



Complete systems



Equipment



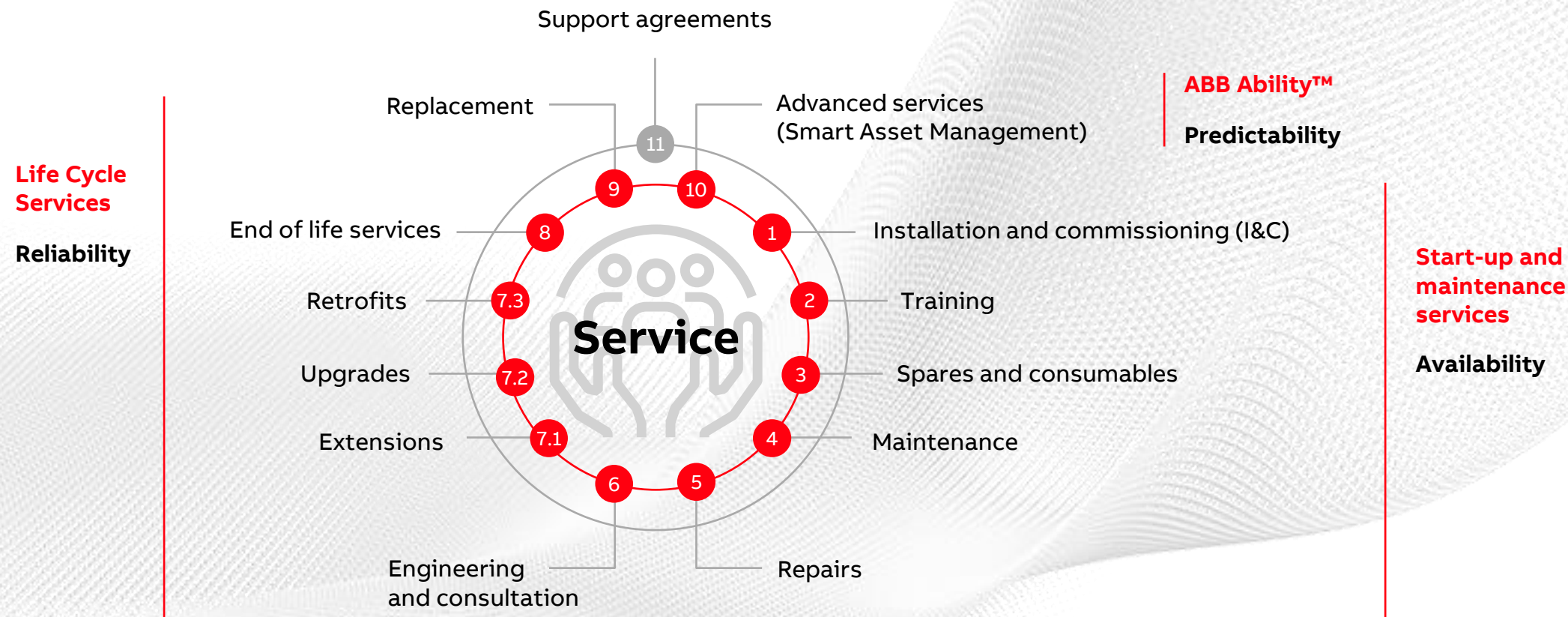
Cells, function packages



Comprehensive services

An enormous range of complete solutions from one trusted brand.

Our Solutions Service covers the entire asset lifecycle



The main challenges



**Manage
complexity**



**Increase
flexibility**



**Meet hygiene
and safety
standards**



**Create
efficiency
end to end**



Accelerated by the pandemic, supply chains and logistics will need to undergo **fundamental transformation** to meet the changing consumer behaviors and stay ahead of demand and competition.

**How are we
helping our
customers
across the
value chain?**



The offering



SCARA



Cobot



Delta



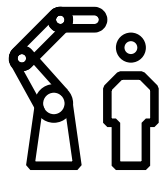
Palletizing



Paint



Articulated



Range suitable for a wide range of applications

Small

Payload from 4 kg – 11 kg



IRB 1300 height 100 cm

Medium

Payload from 6 kg – 60 kg



IRB 4600 height 192cm

Large

Payload from 70 kg to 800 kg



IRB 8700 height 310cm

Reach 0.475m

4.2m

ABB

Palletizing Robots

ABB Palletizing Robots are the fastest in the market.

Shortening cycle times and raising productivity for end-of-line, multi-feed-in/-out, and bag palletizing.



Palletizing robot portfolio

IRB 460

Compact, high-speed palletizing



Payload: 110kg, reach: 2.4m

IRB 660

Reliable and proven palletizing



Payload: 180kg - 250kg, reach: 3.15m

IRB 760

High payload full layer palletizing



Payload: 450kg, reach: 3.18m

Delta Robots

ABB's delta robot portfolio is the leader in state-of-the-art high speed robotic picking and packing technology. Our delta robots offer greatest flexibility in a compact footprint.

Complete portfolio of Delta robots from 1kg to 15kg payload.



Picking, Packing & Palletizing





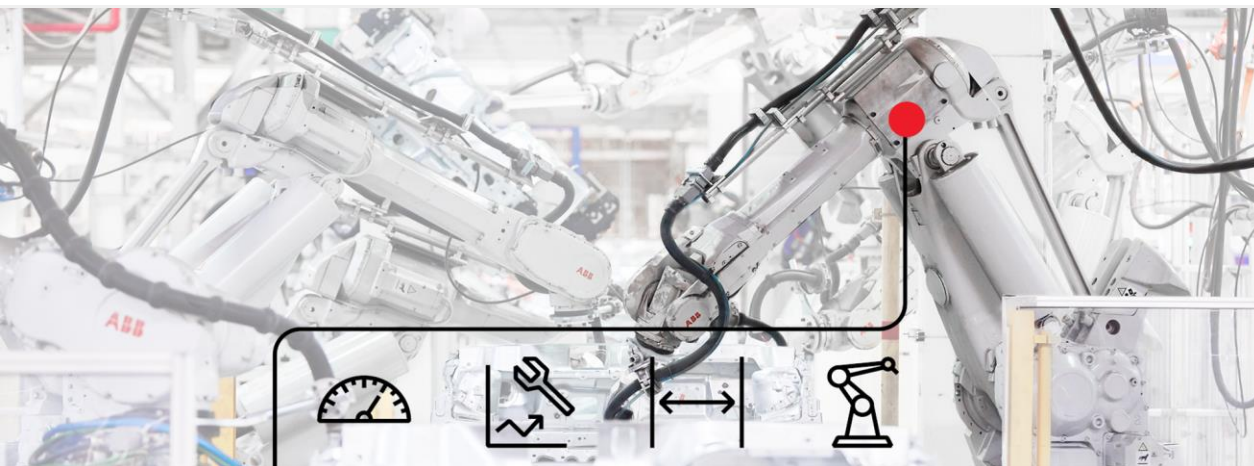
Robotic Cross-docking Concept

Digital portfolio



Connected Services

Condition Monitoring &
Diagnostics
Backup Management
Fleet Assessment
Asset Optimization



Condition Based Maintenance

Level 1 report for fleet
analysis
Level 2 report for
analysis of individual
robots



RobotStudio®

RobotStudio® Desktop
RobotStudio® Cloud
RobotStudio® AR Viewer

Summary



**Great
Robots**



**Integrated
Solutions**



**Domain
Expertise**



**Partnership
Ecosystem**



Q & A

ABB