Pickit

Robot Vision Made Easy

Automate any pick & place task

by giving eyes to your robot

Pioneering and leading in plug & play 3D vision

for robotic pick and place applications in manufacturing

2010

Robotics software development

2016

Pioneer in Plug & Play 3D Vision for robots

2019

Focus on applications in manufacturing – 500 sales in 40 countries in 3 years

Find us all over the world

Growing partnerships

Direct & indirect sales

50 resellers

Offices in Belgium, Korea, US

China office opening in Q3 2020


First things first:
What’s the problem we see?

Labour challenge:

A growing problem in manufacturing

- Labor wages rising in developing countries

> China Wage Levels Equal To Or Surpass Parts Of Europe

- Not enough people to fill positions in Western countries

ECONOMY

The U.S. labor shortage is reaching a critical point

4.600.000 manufacturing vacancies in next decade

50% remains unfilled

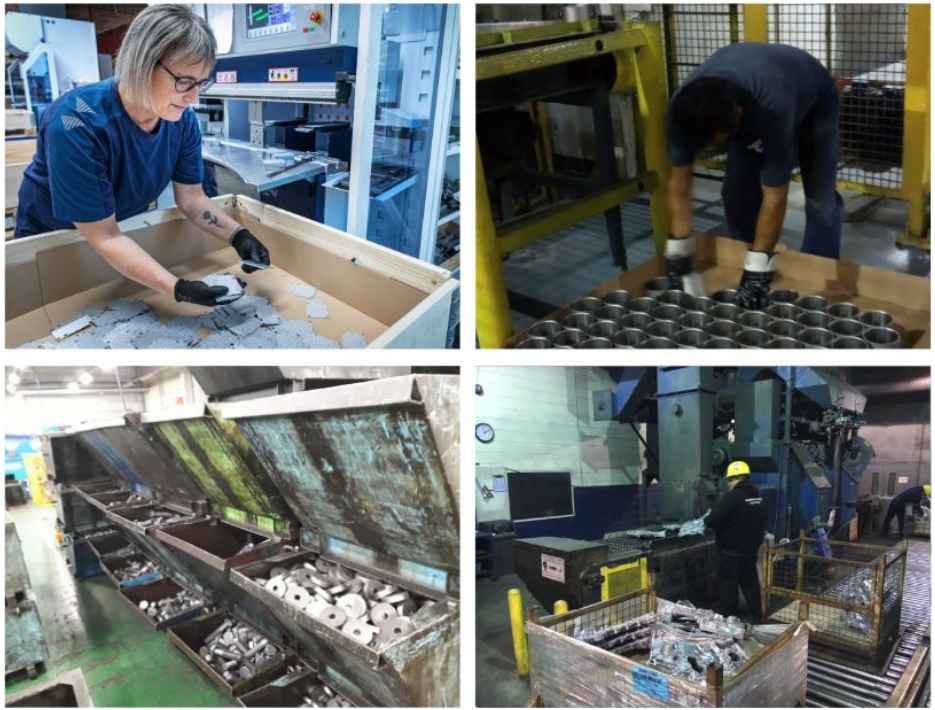
2.300.000 vacancies in manufacturing are expected to stay unfilled

Automation challenge:

Moving parts from bins to feed the machines

38%

of factory labor force time spent on this daunting task[1]

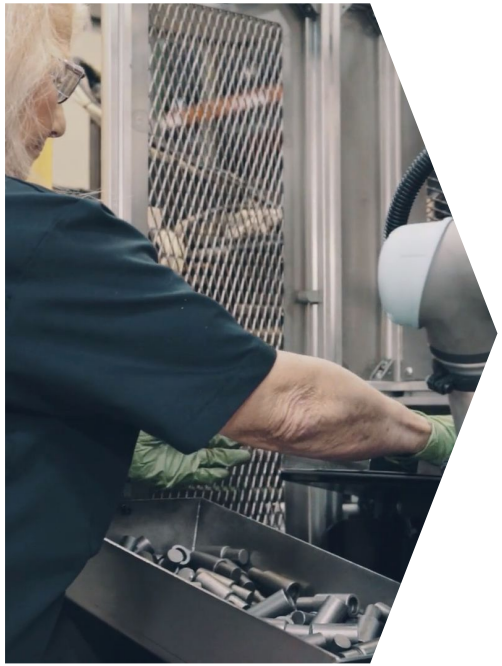


[1] Source: The RobotReport
https://www.therobotreport.com/fully-automated-bin-picking-finally-here/

Our solution:
Giving eyes to robots

Giving eyes to robots

Enabling easy automation of complex tasks



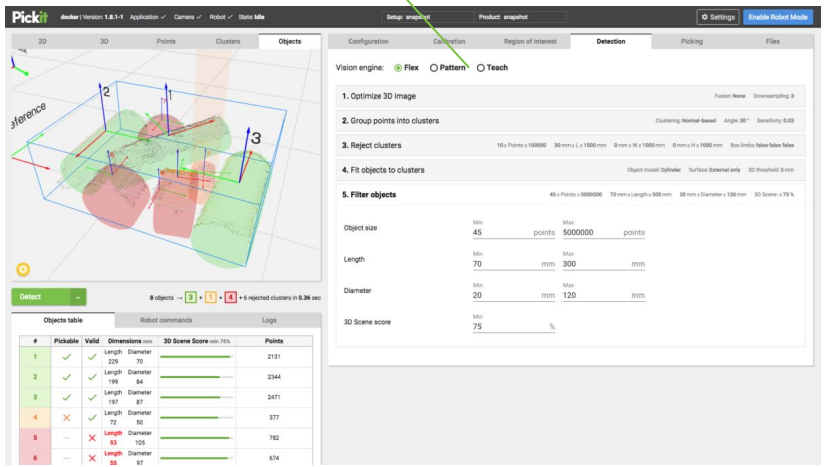
A plug and play system

Enabling everybody to automate complex tasks

Powerful Software

- Teach your part in one minute
- Detect your part in one second
- First pick on the first day

NO CODING, EASY SETTINGS



“ From the beginning, this machine we’ve built can handle any part. Basically, you’re switching programs instead of switching an actual physical set-up. Once you get the program done, it’s done. All you have to do is feed parts onto the camera, and there’s your set-up.”

Adam Wiltsie, Plant manager, Vanamatic

A capable camera range

- Elegant solution
- Industrial grade
- Robust to changing light conditions
- High accuracy

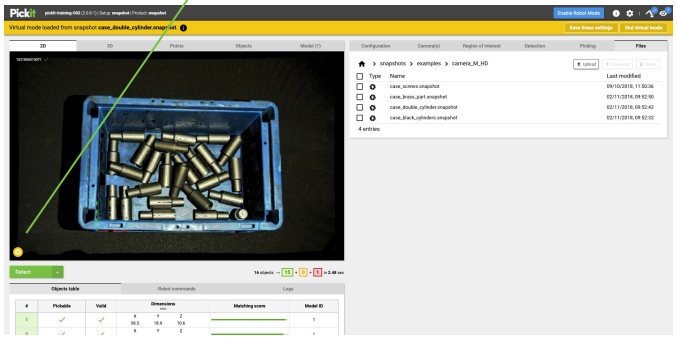
Preferred

Pickit L	Pickit M	Pickit M-HD
		
		
150 x 150 x 50 mm	50 x 50 x 10 mm	10 x 10 x 5 mm
	Min object size*	

*In some cases it is possible to detect smaller/larger objects

96% customer happiness score

BUILT-IN SUPPORT



- Built-in support
- Global support
- Knowledge base
- Local support

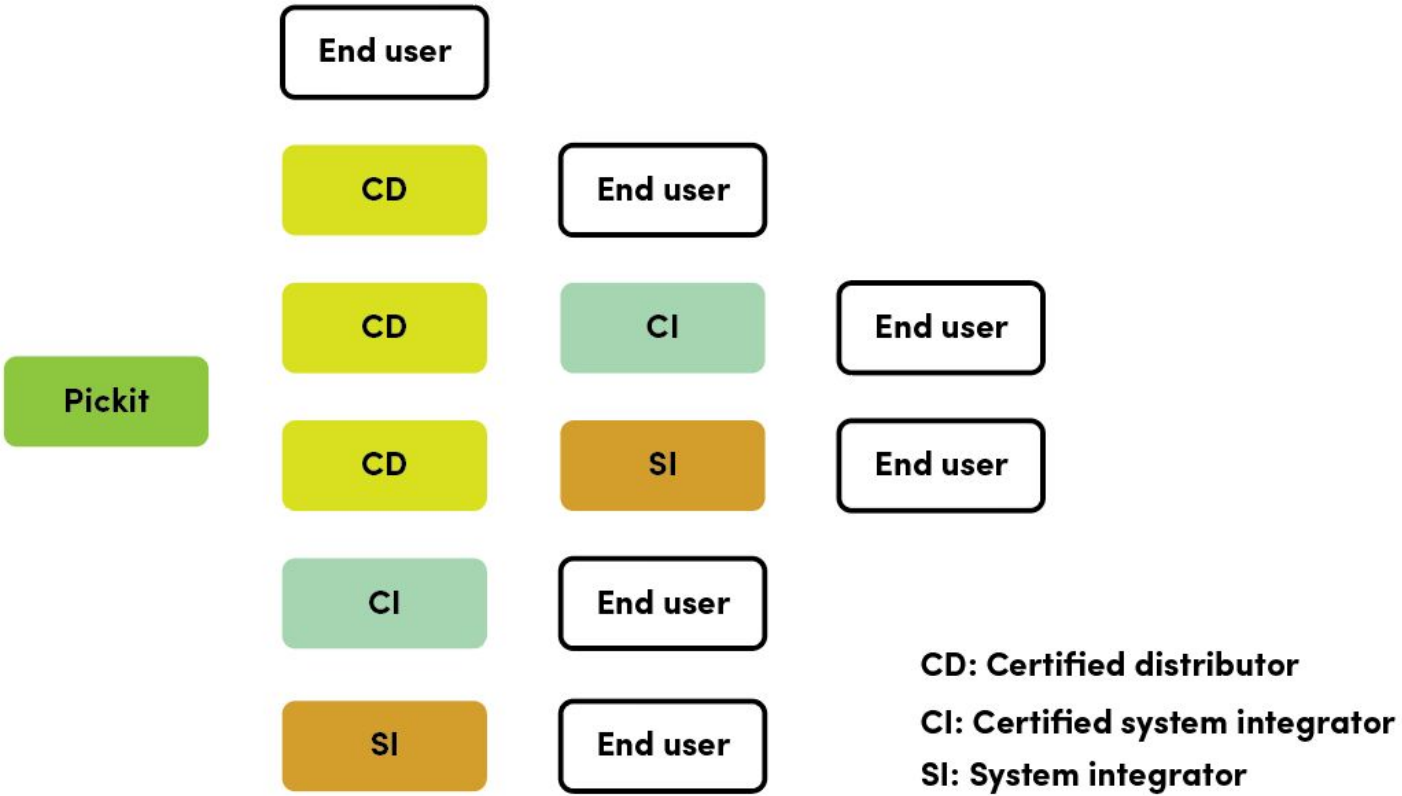
“I’ve actually dealt with Pickit support and I didn’t know how it would go with time differences, but I’d send a question and the next day I’d have an email: try this, try that, let us know how it works.”

Doug Sanford, Controls engineer, 21st century plastics

http://support.pickit3d.com

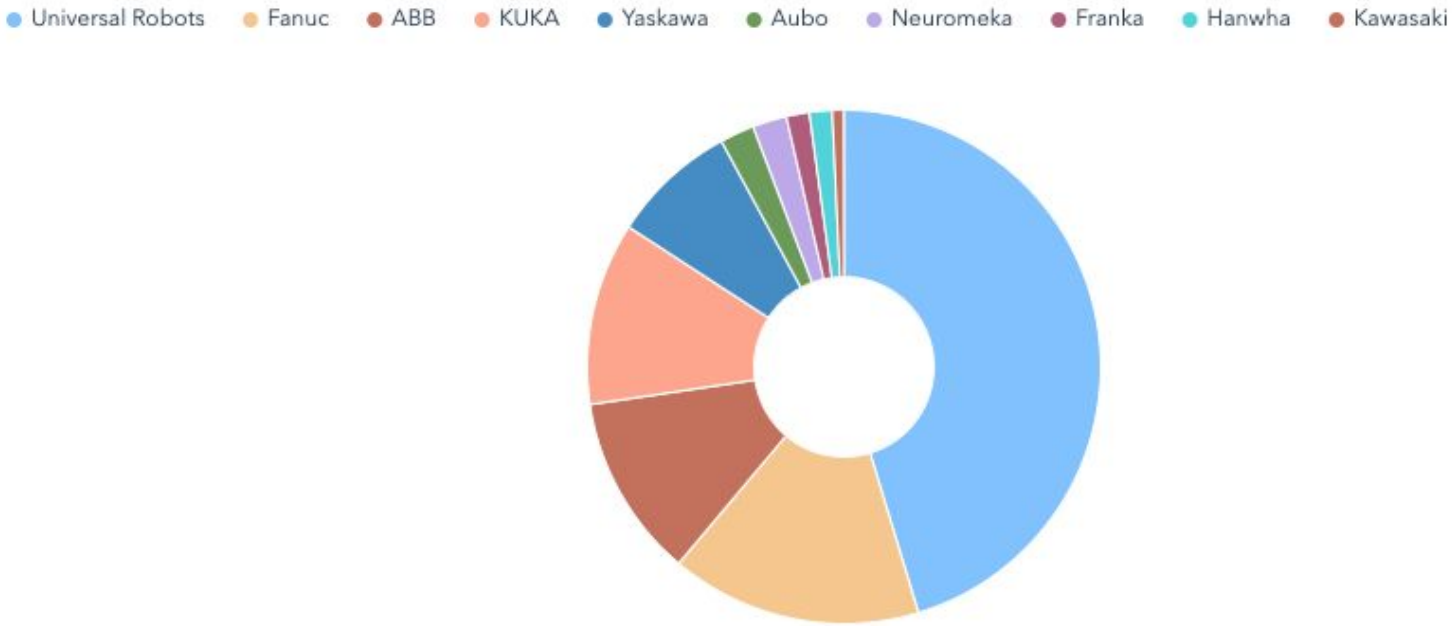

HOW TO TACKLE LABOR SHORTAGE AND STRONG COMPETITION WITH AUTOMATED BIN PICKING

Six ways of reaching our customers



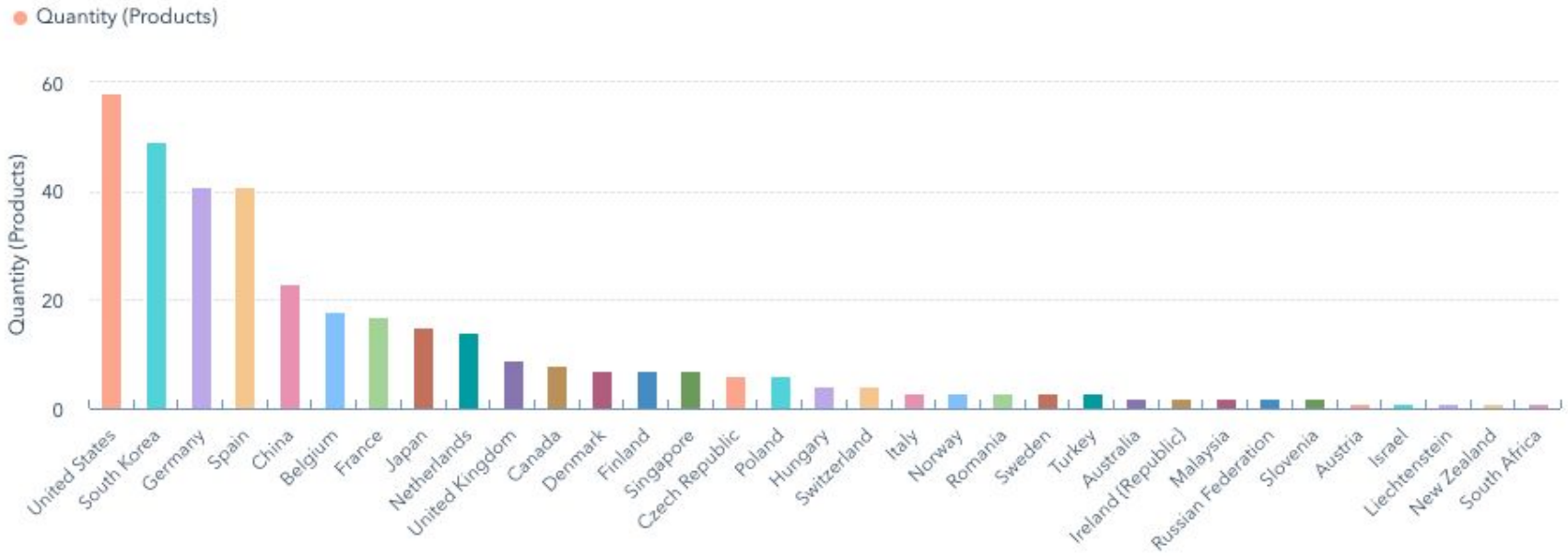
50/50 cobot/robot sales

Well aligned with Universal Robots

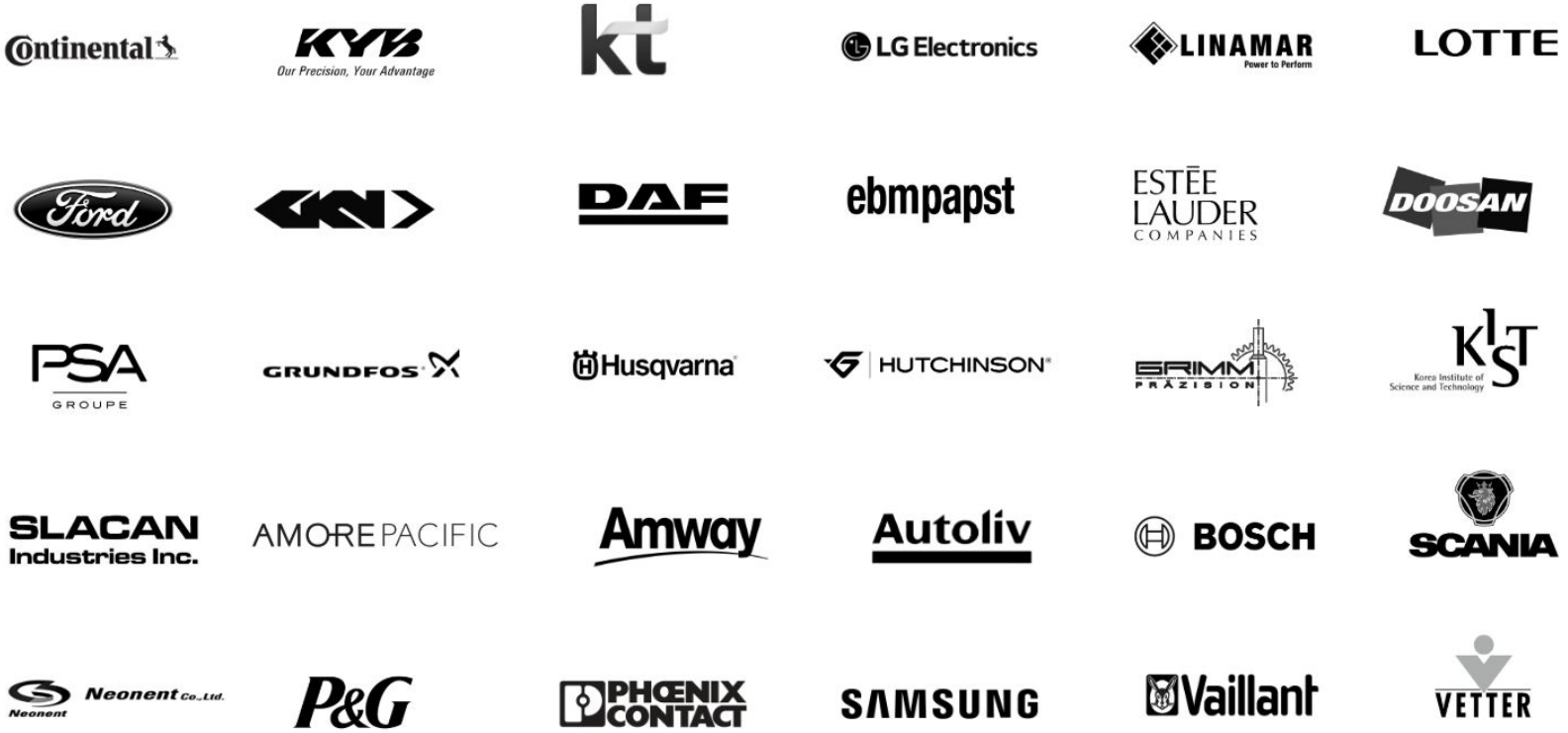


5 Focus regions

US, Korea, Germany, EU, China



500 sales worldwide



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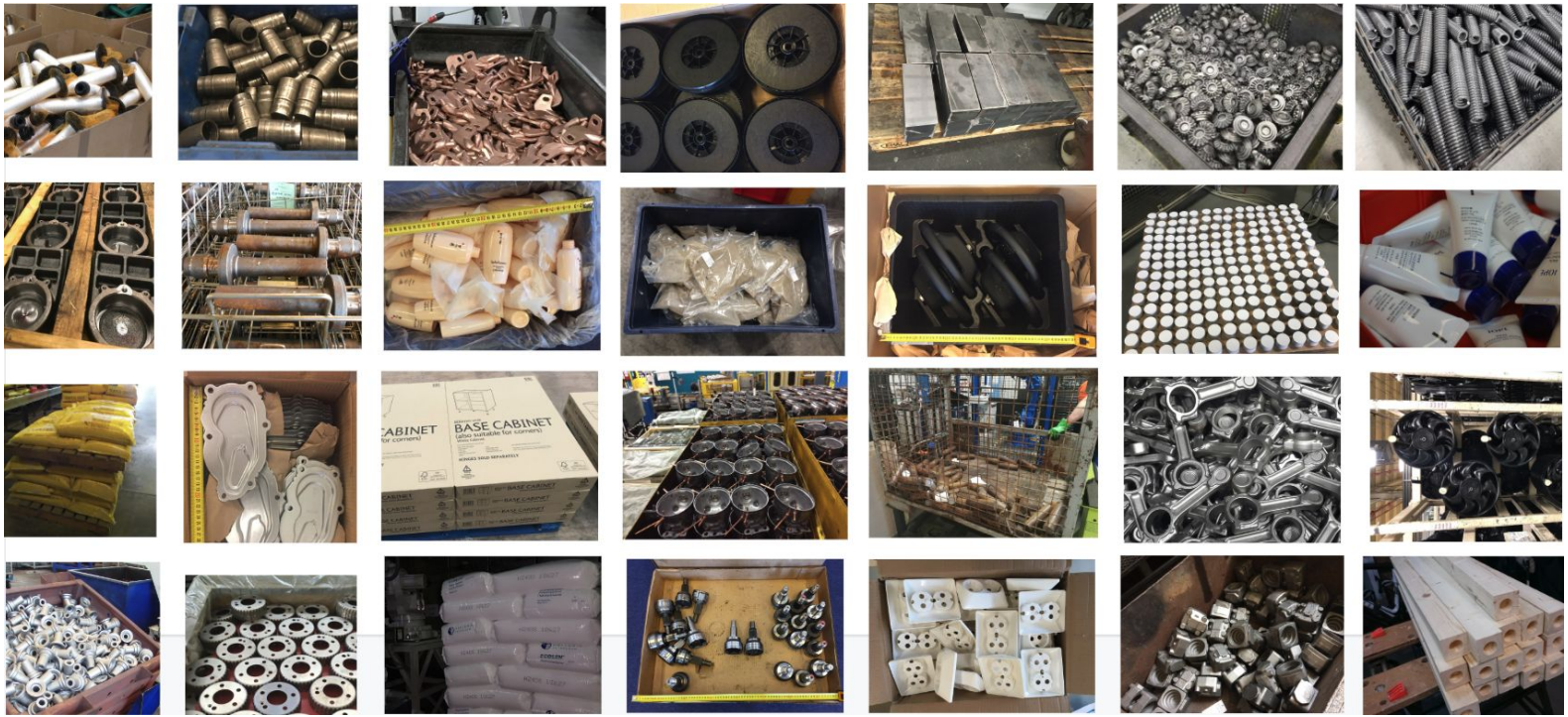
Automation possibilities are endless with Pickit

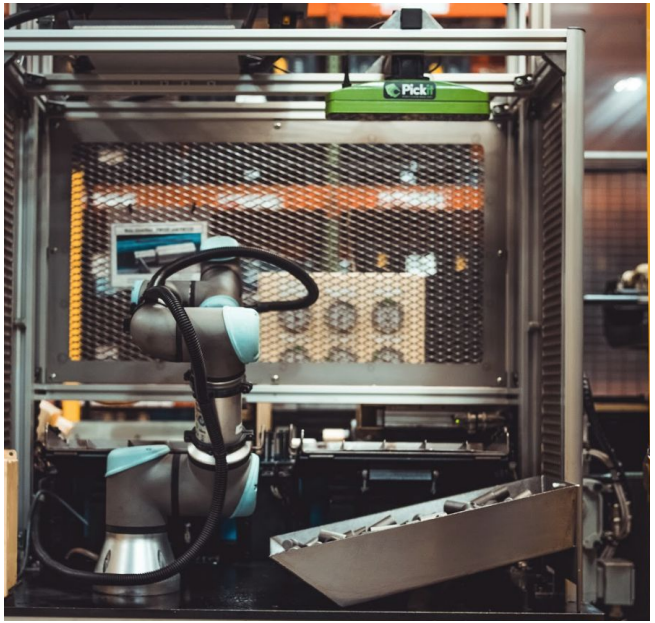
But let us show you the “sweet spots”



Picki

Typical applications

- Proven track record with use cases
- Fast set up
- No or minimum support afterwards
- Works out-of-the-box



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5 groups of typical applications

Random pattern + cylinders

Random pattern + rings/disks

Random pattern + “right” 3D shapes

Semi-structured pattern + any shape

Depalletizing full layers + any shape

Picki

From easy to difficult

Semi-structured pattern + any shape

Random pattern + cylinders

Depalletizing full layers + any shape

Random pattern + rings/disks

Random pattern + “right” 3D shapes

Random pattern + “complex” 3D shapes

Easy

Difficult

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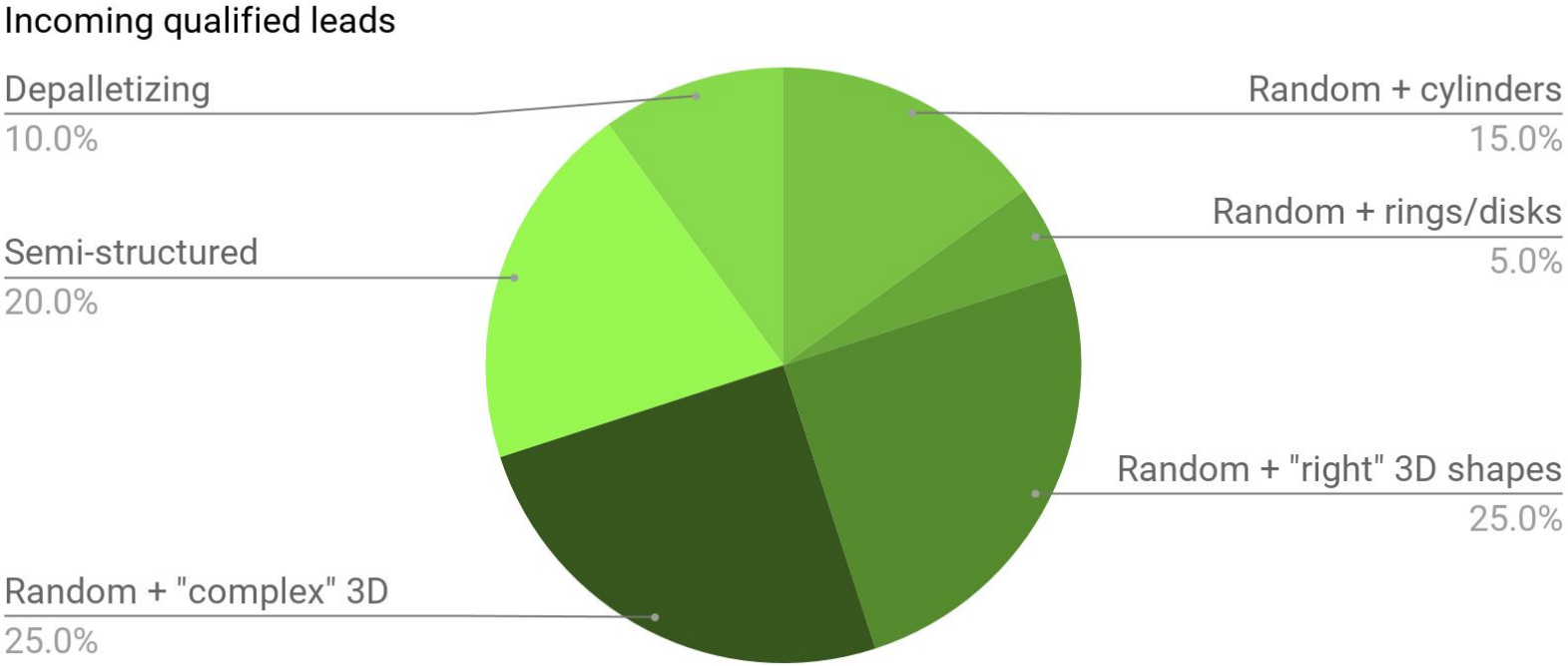
50% of qualified leads are “easy wins”



1. Random pattern + cylinders

Look for axisymmetric

1. Random pattern + cylinders

Look for axisymmetric

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Typical parts for group 1

- Billets, shafts, shocks
- Vibration silencers, dampings
- Engine mounts
- Plastic and metal tubes
- Plastic bottles, cosmetics plastic packaging

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Typical parts for group 1

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Typical parts for group 1

2. Random pattern + rings/disks

Any rings, except thin (<5 mm) edges

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Typical parts for group 2

- Bearings
- Covers, caps
- Gears
- Turbine parts
- Brake discs, rotor
- Wheels
- Fittings
- Inserts

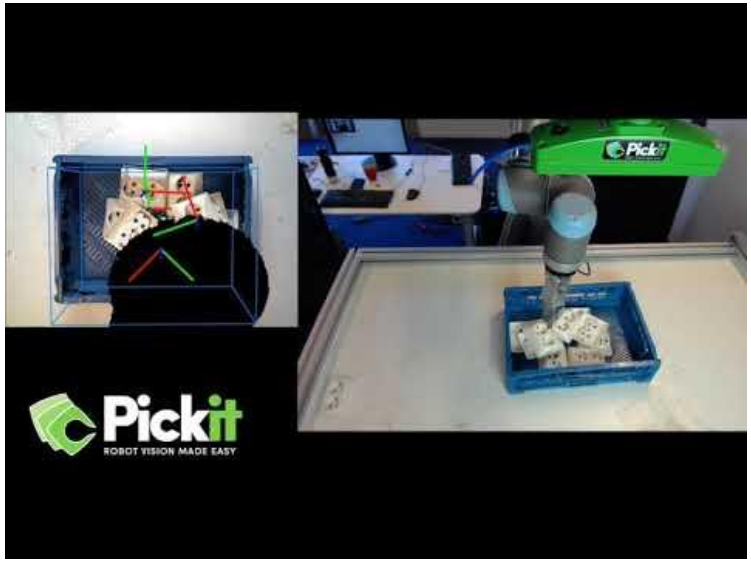

395ml
355ml


395ml
355ml


355ml

3. Random pattern + “right” 3D shapes

Look for 2-sided parts that tend to lay flat in the bin



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Typical parts for group 3

- Connectors
- Casted, forged parts (heavy ones)
- Plastic molded parts


355ml
355ml


355ml
355ml

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4. Semi-structured pattern + any shape

Any shapes, except thin (<5 mm) edges


355ml


355ml

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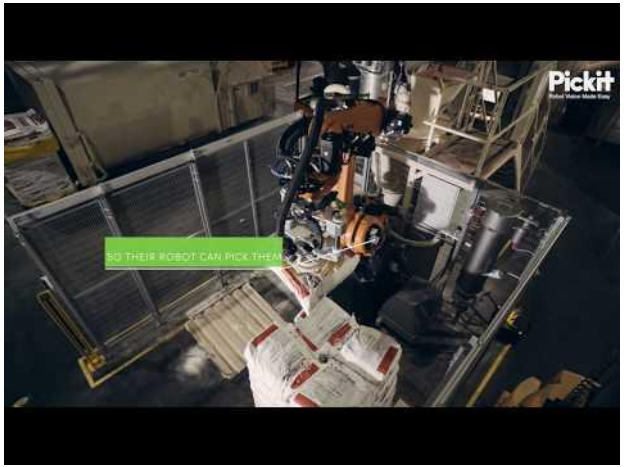
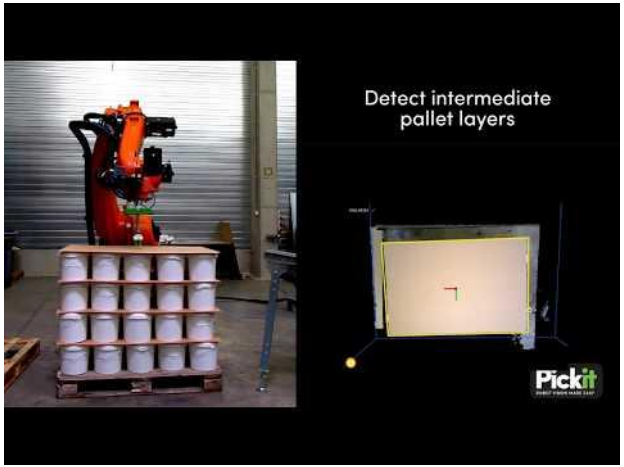
5. Depalletizing full layers + any shapes

One layer – one shape





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Typical parts for group 5

- Bags
- Boxes
- Buckets
- Barrels


Portland Cement M 500 25 kg.
EPAL
EUR
355ml


FRAGILE
EPAL
EUR
355ml

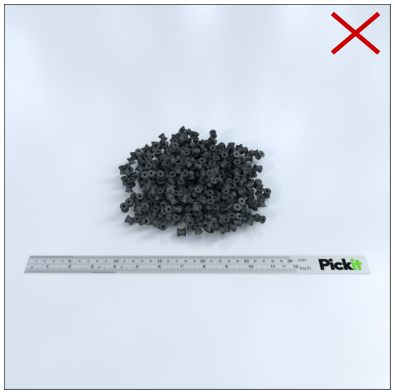
Picki

No-go zones for new users

Transparent

Mirror-shiny

Very small



Deformable

Ruler length: 30 cm / 12 inch

Picki

No-go zones for new users

Part orientation via tiny details/holes

Mixed pallets/bins

Entangled

Thin edges

The sales process

A proven track record

1. Leads
2. Qualifying
    a. Sales qualification
    b. Technical qualification
3. Proving
    a. Videos
    b. Proof of concepts
    c. Visits
4. Negotiating
5. Winning 😎

Advanced applications