



What to Consider When Choosing **AN AUTOMATION PARTNER**

You've decided that it's time to automate some of your production and manufacturing practices? It's a big step. So how do you go about choosing the right automation integration partner? This whitepaper will help you get started.

1

Identify What's Critical to YOU/YOUR PROJECT & Prepare for Discussions with Prospective Partners

- Who should all be involved in this project? Meeting with potential automation partners?
- What challenges are we looking to solve? What are the priorities of these challenges?
- Do we need a partner to help us prioritize? Determine the feasibility of a project?
- Are quality, consistency and reliability cornerstones of this partner's approach and end products?
- Does this partner have a trusted supply chain? Relationships with leading automation suppliers?
- Is this partner's sales team responsive? Do they offer highly visual project concepting? Transparent and accurate quoting?

2

Choose Your Prospective Partners and Assess Them Against the Following Consideration Checklist

- Experience:** Have they done this type of application or a similar application before?
- Ability to Communicate:** Do they speak your language? Know your business?
- Proven Track Record:** Talk to people in the industry/business. Are they willing to provide references or tours of previous installs?
- Willing to Visit Your Site/Understand the Process:** Did they ask to see your challenge/process firsthand? Learn more about your goals and situation?
- Strong Safety Focus:** Do they follow and fully understand the American National Standard for Industrial Robots and Robot Systems Safety? Is Safety a strong focus of their culture?
- A Culture of Excellence:** Does their culture put people and customers first? Are they driven to excel and exceed expectations?
- Proven Accountability:** Are they willing to stand by their work and word? Do they have a proven process they follow? Do they follow through on their promises?
- System Integrator Credentials:** How qualified are they? What certifications do they have? What does their experience tell you?
- Commitment to Training.** Do they provide training before, during and after installation?
- Dedicated to Providing Ongoing Support & Service:** What's the availability of online, on-call or on-site service and support after installation? Do they have access to quality aftermarket parts?
- Contract & Payment Terms:** Are they clear? Transparent? Easy to understand?
- Chemistry:** Look for compatibility across communication styles, work cultures, and commitment to making the partnership work for everyone.

From a Leading Welding Supplier/Authorized Integrator for FANUC and Lincoln.

contact us

AUTOMATION SALES

AUTOMATION@CENTRALMCGOWAN.COM

800-569-1322 or 320-257-4800, OPTION #5

CENTRALMCGOWAN.COM

