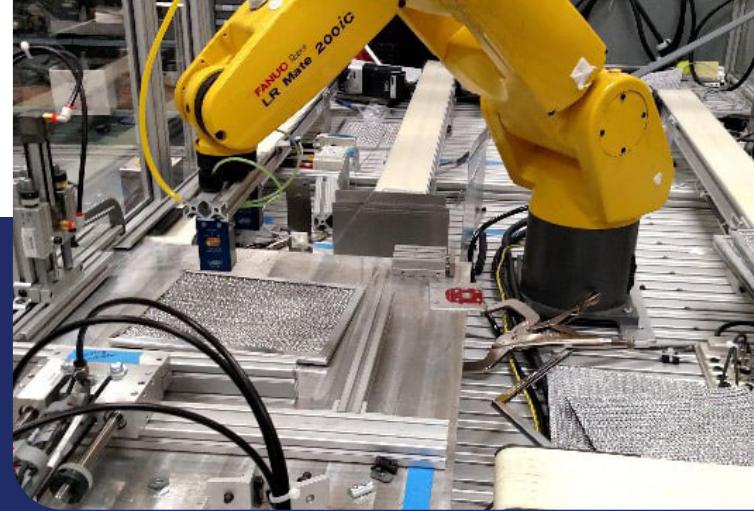




Case Study

Streamlining Custom Robotics Solutions with 80/20



Industry

Robotics Integrator

Results

The customer primarily sourced 80/20 products from GCG, but after experiencing the quality and reliability of our solutions, they expanded their purchases to include a wide range of products. This included sensors, end-of-arm tooling, power supplies, control products, and safety door interlocks.

The collaboration has led to more streamlined project execution, increased product reliability, and significant cost savings for their projects.

Key Customer Benefits

- Reduced project complexity by sourcing from a single trusted provider.
- Increased efficiency and cost savings through high-quality, custom solutions.
- Enhanced reliability of their robotic cells, improving overall satisfaction.

The Problem

The customer faced a unique challenge with each project, as no two robotic systems are the same. Working on robotic cells that utilize vision applications, their work often requires custom designs for each project.

As an authorized Fanuc integrator, they are very particular about which robotic brands they incorporate into their solutions, making it crucial to find trusted partners who can meet the diverse needs of each project, from structural components to specialized tools.

The Solution

To address the customer's evolving project requirements, our team at GCG provided tailored solutions for each robotic cell build. Our internal 80/20 team was an ideal partner, offering high-quality custom structures for robot guarding and other essential components.

By collaborating with their design team, we ensured that each robotic cell was properly designed for safety, functionality, and ease of use. Beyond structural components, GCG also provided sensors, end-of-arm tooling, power supplies, control products, and door interlocks, allowing us to become a trusted, one-stop shop for their diverse needs.

Through our continued partnership, our customer has come to rely on GCG Automation & Factory Solutions as a key supplier, reinforcing the value of a comprehensive and reliable supply chain solution.