

AIMS PROJECT COLLABORATIVE ROBOT ROADSHOW WITH UNIVERSAL ROBOTS

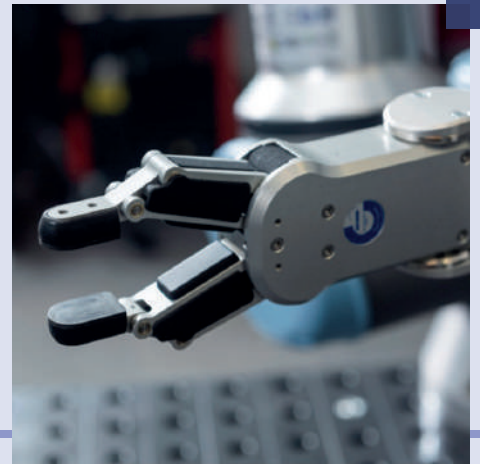
VENUE: THE BRIDGE, GLASGOW ROAD, DUMFRIES DG2 9AW | WEDNESDAY 30 NOVEMBER 2022

AIMS

Advancing Innovative Manufacturing in the south of Scotland



EUROPE & SCOTLAND European Regional Development Fund Investing in a Smart, Sustainable and Inclusive Future



AIMS CASE STUDY

Universal Robots is a Danish manufacturer of smaller flexible industrial collaborative robot arms (cobots), based in Odense, Denmark. Since 2015, the company has been owned by American automatic test equipment designer and manufacturer Teradyne.

Universal Robots was the first company to launch a collaborative robot that could safely operate alongside employees, eliminating the need for safety cages or fencing.

As of 2022, Universal Robots was the market leader for collaborative robots, credited with 40-50% of the market share.

Universal Robots has seven collaborative robots on the market. All robots are six-jointed robot arms. The CB3-series consists of the UR3, UR5 and UR10 while UR16e, UR10e, UR5e and UR3e are part of the newer e-series. The UR20 is the first collaborative robot in a whole new generation of collaborative robots.

The AIMS Project own 7 Cobots: 2x UR5e, 4x UR10e and a UR10 connected to a Lorch welding rig.

EVENT OVERVIEW

COLLABORATION WITH UNIVERSAL ROBOTS, ONROBOT AND SP ELEMENTS

The AIMS Project worked with Mark Gray at Universal Robots to bring together an event based in Dumfries alongside OnRobot and SP Elements showcasing how collaborative robots can help small and medium sized businesses automate boring or repetitive tasks therefore freeing up the skilled workforce to work more efficiently.

The team first went up to one of Mark's events in Motherwell in August 2022 to see the format of the event and to gather information to help the team replicate this in Dumfries.

THE VENUE

THE BRIDGE IN DUMFRIES

We chose the Bridge in Dumfries for several reasons as follows: 1. It is located just off the roundabout on the A75, so it is easily accessible, 2. we have a workshop space on the ground floor which on the day we set up with various demonstrations, 3. The Bridge has a large lecture theatre with a screen, plenty of power points where Universal Robots, SP Elements and OnRobot set up demonstrations of their cobots and end effectors, 4. The Bridge has a large soft seating area at the front of the lecture theatre which was ideal for the delegates to sit and have coffee and eat their lunch.

Event with UNIVERSAL ROBOTS



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THE AGENDA

9am - Registration and coffees

10.25am - Welcome and Introduction to AIMS

10.30am - Cobots for manufacturing and 3iP method-Mark Gray

11.15am - Onrobot tooling and solutions - Colleen Soine

11.45am - Installing Universal Robots with safety systems -David Lievesley

12.15pm - SP Elements (URs partner in Scotland)

12.30pm - Break for lunch

Discussions and demo of robots till 2.30pm



AIMS PRESENTATION

INTRODUCTION TO THE PROJECT

We took the opportunity at the start of the day to present to the delegates. We gave an overview of the project which included details of:

- How the project is funded,
- How we help SMEs and how they can access our facilities,
- What capabilities we have at each of our locations and a walk around each facility
- How AIMS utilise the cobots for the SMEs in their workplace including assessment and evaluation, trial periods, training and support,
- An introduction to the team members and how to contact us.



AIMS WORKSHOP

THE BRIDGE, DUMFRIES

We have a workshop space on the ground floor of the Bridge in Dumfries, in which we house some of our equipment.

On the day of the event we set up various cobots programmed to show a variety of applications; 3D printers programmed to print various parts and the AR/VR set up showing a demonstration of walk-around a workplace.

Our technical team were on hand all day to assist and answer any questions. This workshop was well received by the delegates and also visitors to the Bridge who dropped by to have a look.



EVENT OUTCOME

Many thanks to Universal Robots, OnRobot and SP Elements. This was a very successful event. There was a good turnout, everyone seemed engaged during the presentations and demonstrations. Also, the delicious buffet made by Dumfries and Galloway Council's catering team went down a treat too.

Since this event, we are rolling this out to the Borders and have a date set for Wednesday 12 April 2023. This event will be hosted by the Borders College in Hawick.



Prepared by: Joanne Johnstone
AIMS Business and Facilities Coordinator | 25th January 2023

METHOD & APPROACH

MARKETING OF EVENT

Mark Gray's event kindly set up the Eventbrite page for the event and shared this on Universal Robots and his personal LinkedIn page. This was then shared on the AIMS Project's page, the AIMS Team individual pages, Dumfries and Galloway College, Dumfries and Galloway! What's Going On? SOSE, Skills Academy South West Scotland Ltd, SP Elements and OnRobot. This was shared several times in the lead up to the event and the page was kept open right up until the day before the event.

We had 68 delegates sign up for the event and 43 delegates turned up for the event on the day. Which is a 36% drop-off rate which is far better than the expected average of 50%.

Out of the 43 delegates there were 12 SMEs that attended.