



How Epson Supports New System Integrators to Deliver Robotic Applications to the Client

Estimated reading time: 5-10 mins

Purpose of This Guide

As a System Integrator in search of the right technology solution(s) for your client's automation needs, you might have the following questions:

- **Does this supplier have the solution or technology I'm looking for?**
- **Which industries have the supplier worked with?**
- **Will the supplier be willing to work with us on a Proof-of-Concept (POC)?**
- **What is the lead time to deliver the application if all goes well?**

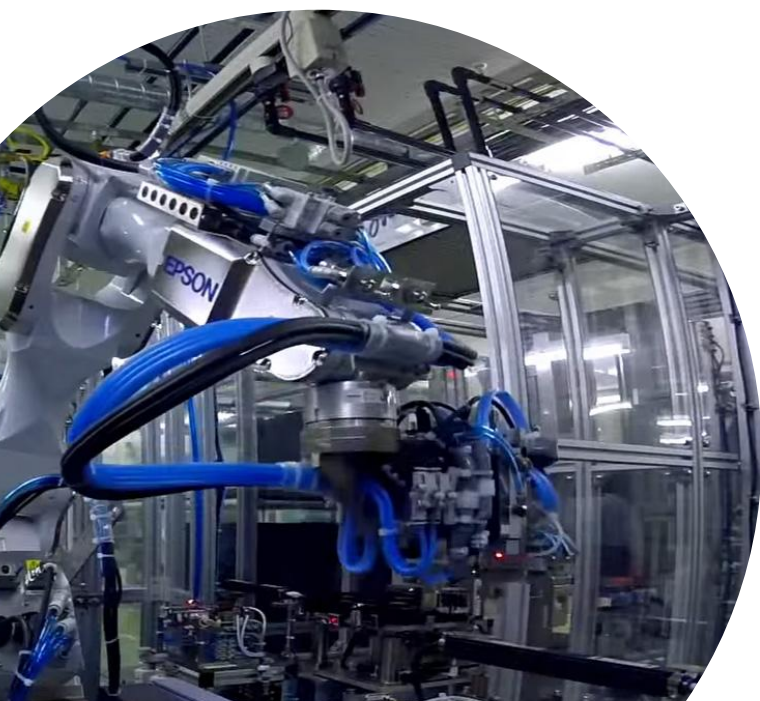
With this guide, we will answer all these questions and more.



Why Epson Robots

Seiko Epson company started from Daiwa Kogyo, manufacturing watch parts. The watch business is a key feature of the company's micromechatronics technology and remains as one of Epson's major business. Presently, the same technology delivers high speed and precision in the line of robotics, providing consistent efficiency in the form of workplace automation.

- **Epson SCARA Robot Leader for 10 consecutive years since 2011**
- **High Speed and Precision**
- **Epson Vision System: Visual Detection for robots precise positioning & assembly**
- **Object Identification, Position Accuracy, Inspection of defects, colors and sorting**

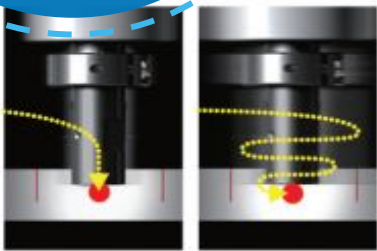


Why Epson Robots

High Productivity

Epson Technology reduces residual vibration to allow increased precision

Lightweight design to reduce workspace requirements



Epson robot

Conventional robot

High Quality

Accurate toolhead positioning for dispensing and cutting operations

Can be integrated with machine systems for ease of installation



Easy Operation

Easy programming interface for first time users

Ease of operation from programme testing to production



Global Support

Epson partners with system integrators around the world through an international network of service offices to provide information from system configurations and software simulations.

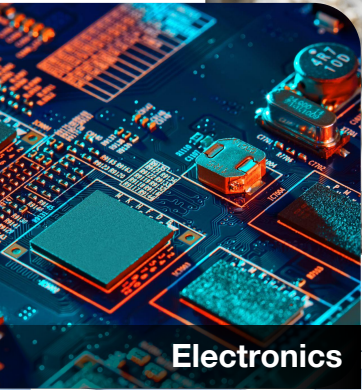
Full cycle support provided from customer solution all the way to solution implementation, by a dedicated team of sales and engineering representatives.



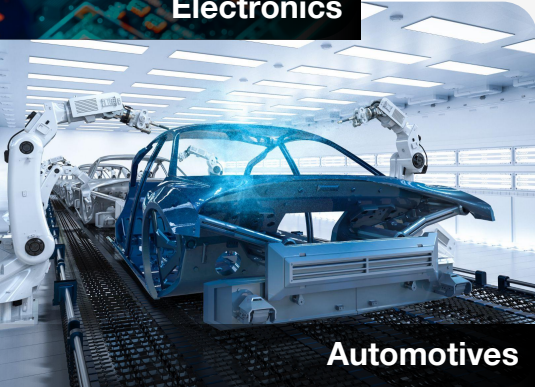
Industrial Segments and Applications



Food & Beverage



Electronics



Automotives



Pharmaceutical

Applications

- Loading/Unloading
- Precision Assembly
- Part Insertion
- Picking & Packing
- Quality Inspection
- Vision Sorting
- High Speed Packing
- Gluing, Spraying
- Palletising
- Machine Tending



Machine Tending



Picking/ packing



Screw tightening

More than 37% of SCARA Robot applications are deployed by Epson*

*Market share based on revenue and unit sales of industrial SCARA robots, 2011 - 2018.
(Source: Fuji Keizai "2012 - 2018 Worldwide Robot Market and Future Outlook")

Popular SCARA Models

SCARA ROBOTS



High Speed,
High Precision

G

SCARA Robot



Unique ceiling mount
360 degree of freedom

RS

SCARA Robot



Good speed and accuracy
Economical ROI

LS

SCARA Robot



Easy set-up
Integrated controller

T

SCARA Robot



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Popular 6-AXIS Models

6-AXIS ROBOTS



C
6-axis Robot

Complex assembly requires high speed and high precision



VT
6-axis Robots

Easy setup
Integrated controller



[Download Latest Product Catalogue](#)

Epson Vision System and Force Sensor

Epson robots are equipped with an optional complementary vision system and force sensor which are both sensitive and versatile, the robots are capable of executing a wide range of high precision tasks. These high precision tasks cannot be safely automated with teaching or machine vision alone. Such examples of this precision tasks are Precision screw assembly, precision mating, connector insertion, fine polishing and delicate component assembly.



Easy vision setting on Epson software wizard



Epson Force Sensor: Sensing Technology for robots

- High precision assembly
- Assembly, deburring, polishing, pattern making, inserting and contacting



Benefits of Force Sensor:

- Easy force calibration with Epson Software
- High Sensitivity

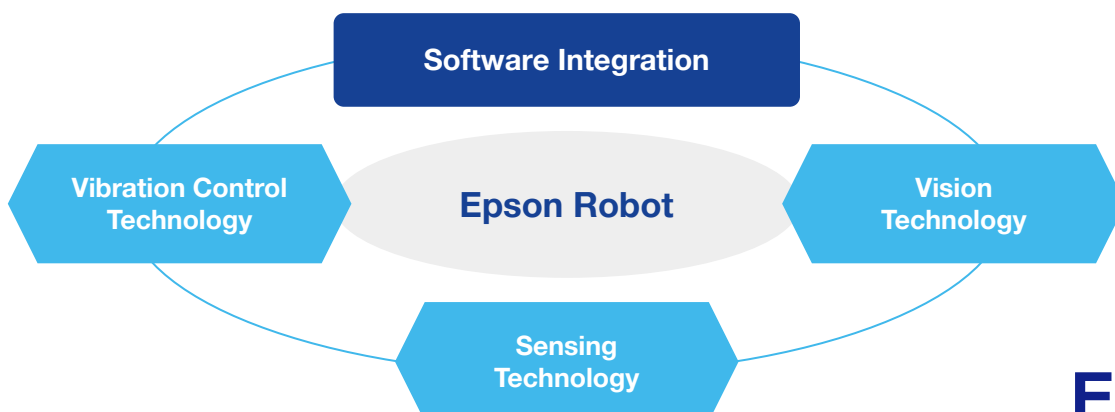
Epson Vision System: Visual Detection for robots

- High precise positioning & assembly
- Object Identification, Position Accuracy, Quality Inspection, Colours and sorting



Benefits of Vision System:

- Reduces Damaged Parts
- Recycles Good Parts
- Reduces Material Waste
- Improved quality inspection
- Reduced wastage of material

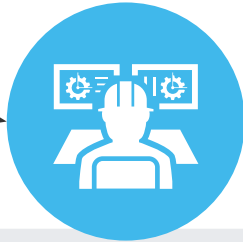


How We Work with System Integrators



Gathering of Requirements from SI

- SI shares project requirements with Epson Team:
 - Industrial Application
 - Payload and size of Product
 - Expected cycle time
 - Repeatability
 - Site of Installation
 - Timeline in which solutions are required to go live



Proof of Concept

- Epson Consultant to arrange a video call or meeting to:
 - Discuss and share further details on robotic solutions
 - Includes sharing of case studies
 - Budgetary information
- If there is a fit in the exploratory call, proceed to POC stage
- SI provide further details such as layout drawings, end effector drawings and sequences of the robotic processes
- Epson will work with SI to find the optimum position for robotic deployment to achieve required cycle time
- Epson to develop POC
- Upon agreement of POC, Epson will present the solution to SI



Sales and After Sales

- SI accepts offer
- Epson to deliver products in agreed timeline
- Once the solution is installed, Epson to provide further user training and after sales support such as:
 - Maintenance
 - Spare parts
 - Software upgrading



Epson: Industry Solution Center

The Industry Solution Center provides a virtual and physical facility for partners and customers to experience Epson solutions. It showcases a range of robotic solutions to assist in creating proofs of concept, as well as planning phases prior to implementation.



Industry Solution Centers for Hanoi, Thailand and Indonesia will be ready in Jan 2022

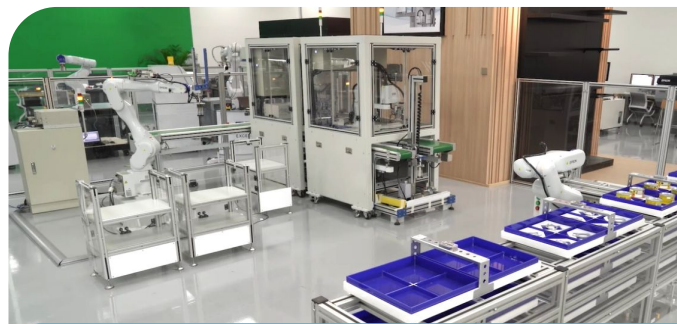
Global support provided with various service centres



Training session with our system integrators



Lighting systems are available to assist in the robotics camera system. Attached cameras give robots the ability to “see” products and capture its image.



Interior of Industry Solution Center showcasing areas for robot lines and proof of concept



Grippers or End effectors for robotics also available for proof of concept. These grippers can be modular and adapted to a particular application.

Hear What Our Customers Say About Epson Robots

“

With innovative products such as the Epson VT6 on the horizon and Epson’s support team in our corner, I’m confident we can continue to build on our success, and deliver even better products and services to our clients in the months and years ahead.

Jeffrey Ong,
Director of Pocket Technology Pte Ltd
Singapore

”



“

What I like about SCARA robots is that they are much more compact. The space saving feature allows more flexibility in the production line to contribute to the overall production process.

Chang Pongsuthee,
Managing Director of Phi Automation
Thailand

”



Resource Links



Robot Product Brochures

Select from our entire collection of robotic solutions for a suitable model for your systems.

[Download Brochure](#)

CAD Drawing

Take a closer look at the details of our Epson robots and determine which model best fits your needs.

[Download](#)



Epson RC+ Software

Develop control programmes to achieve maximum productivity with Epson robots.

[Learn More](#)

How to become a channel partner

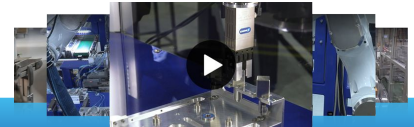
Enjoy an array of benefits and support by joining our network of authorised partners.

Awarded most popular robot brand for 10 consecutive years.

[Learn More](#)



Robotics Application Videos

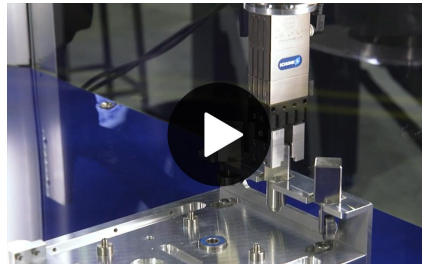


[Go to Robotic Applications Video Page](#)



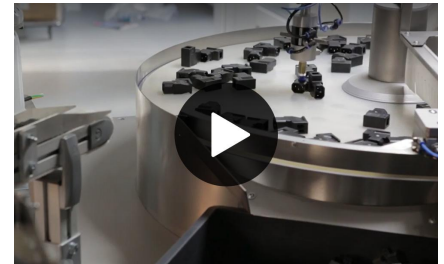
Assembly

Epson 6-axis robot used on automated chip assembly machine



Dispensing

Epson robots featuring synthis t-series & force guide



Feeder System

Intelligent bulk separation with Epson robots and ZBV feeder system



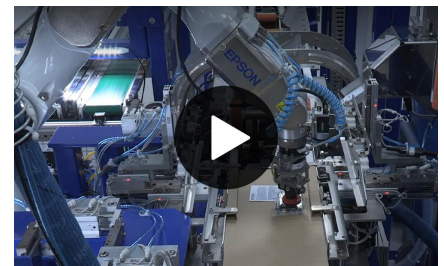
Palletising

Epson C8XL 6-Axis robot used within an automated palletizing solution



Packaging of Food and Beverage

Automated high speed packaging of cookies



Industrial Packaging

Epson C4 6-axis robot used on ink cartridge packaging line

If you have a project in mind that you would like to discuss with us,

[Drop us a message here](#)

**For further proposals and enquiries,
please contact our technical representatives**



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<https://www.epson.com.my/industrial-robots>



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Request for Demo:

https://calendly.com/esrobots/robotics_demonstration