



New Parts
Delivery
Robot



Helping You Meet Demand with Automation You Can Afford

Parts Delivery Robots

There is a profitable NEW way using robots to create efficiency and drive Revenue!

Using Parts Delivery Robots creates;
Efficiency - Time Saved!
Increased Daily RO's/ELR - more Time, more jobs per day!

Workflow improvements

- In many shops, Techs walk to and from their bays to order and carry parts back to their bay.
- During this walk, other factors impact workflow, such as small talk along the way, waiting in line at the parts department, waiting for parts, and walking back to their bay.
- This downtime in between RO's impacts the throughput in the shop.

Kalk Robotics has the solution to save time and drive profits



Efficiency / Time Saved is Money

How do we measure time?

- Audit the staff, a typical walk to order parts, wait for parts, chats / conversations while walking on route to parts department..
- The estimate of inefficiency is 15 minutes per part pickup.

Lost Time estimate:

15 min per job

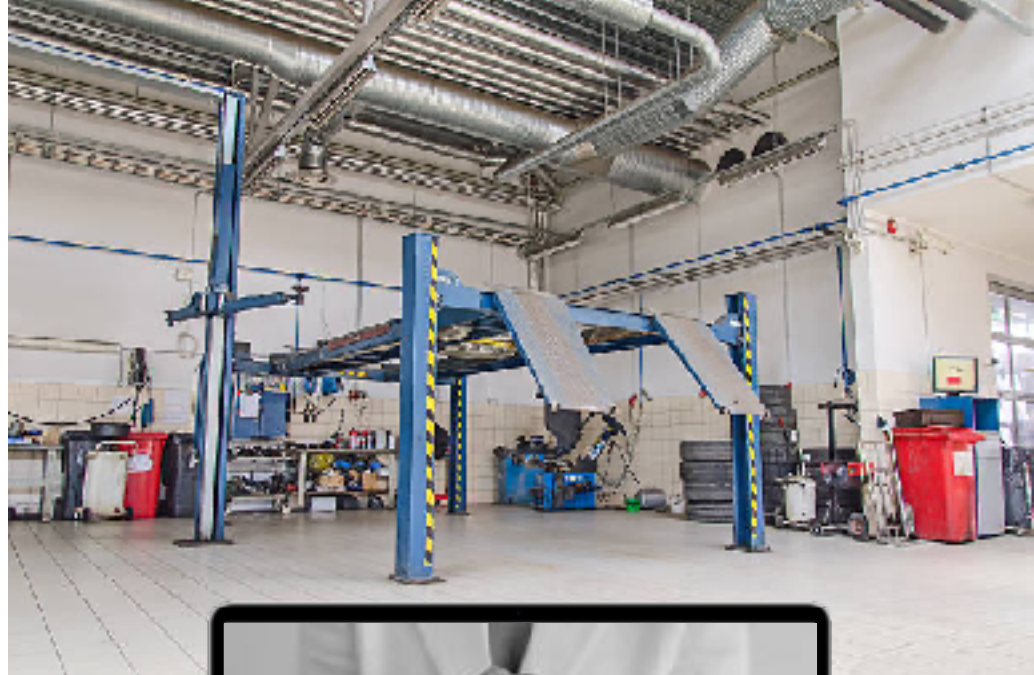
Estimated jobs =5

Minutes Lost 75 min/day=

Total Time lost: 1.25 hours per tech

Total Tech Time Lost

30 techs x 1.25hrs = 37.5 hours per day



Efficiency RO's/ Time Saved is Money

Tech time loss Revenue Estimate?

- What is the impact of Techs taking 15 minutes per parts pickup?

SUMMARY of 10 techs losing 15 minutes per job!

Lost Revenue

Metric	Value
Time saved per tech/day	1.25 hours
Total time saved/day/30 Techs	37.5 hours
Extra ROs completed per day	~7.8
Daily additional revenue	~\$3,515
Monthly increase (22 days)	~\$77,344
Annual increase (260 days)	~\$914,063 million



These numbers show what revenue is lost with zero lost time per order.

This is not realistic, but if we can cut lost time to 7 minutes per order there would be the potential for substantial revenue generation.

Efficiency **ELR/** Time Saved is Money

Tech time loss Revenue Estimate?

- What is the impact of Techs taking 15 minutes per parts pickup?

SUMMARY of 10 techs losing 15 minutes per job!

Lost Revenue

Metric	Value
Time saved per tech/day	1.25 hours
Total time saved/day/30 Techs	37.5 hours
Extra ELRs completed per day	~7.8
Daily additional revenue	~\$1,289
Monthly increase (22 days)	~\$28,359
Annual increase (260 days)	~ \$335,156



These numbers show what revenue is lost with zero lost time per order.

This is not realistic, but if we can cut lost time to 7 minutes per order there would be the potential for substantial revenue generation.



Freedom
AI Solutions

*Looking To Meet Success With Automation? You're Ahead!

EFFICIENCY RO'S / Time Saved is Money

If you could reduce lost time by half?

- Reducing lost time from 15 minutes to 7 minutes per RO would mean what?

SUMMARY (30 techs, 7 min saved/job)



Metric	Scenario A Lost Revenue from time waste	Scenario B/ Half Time Saved Revenue Generation	Scenario C / Half Time Saved ELR's
Time saved per tech per day	75 mins (1.25hrs)	35 min (0.58 hrs)	35 min (0.58 hrs)
Total time saved x 30 Techs	2250 mins (77.5 hrs)	1,050 min (17.5 hrs)	1,050 min (17.5 hrs)
Extra RO's/ELR's per day	7.8	3.9	3.9
Additional revenue per day	\$3,515	\$1,757	\$644
Additional revenue per month (22 days)	\$77,344	\$38,672	\$14,180
Additional revenue per year (260 days)	\$914,063	New Revenue \$457,031	\$167,578



The robot would be \$34.19 per day.

Create Time / Robotic Solution

Robots will create efficiencies by running parts from the parts department to each Bay

Robots can have preset shelving or lift a custom racks

2 Custom racks are recommended. As one rack is loaded and sent out to a bay, the second is then loaded and waiting.



Pick up



On way to Bay



Next Rack is Prepared



**Parts Robots
will bring the parts out
to each bay
which will increase
efficiency
and create time**



Helping You Work Smarter with Automation You Can Afford

Robot Selection/**Uses**

It's not just parts Robots can move!

Tires can be sent to each bay.

- Reduce the two - four trips it takes to roll tires
- Reduce impact/**injury** to technicians
- Reduce Water Cooler chats along the way

Tire Replacements in peak season can be done faster

- The tires can be ordered via phone, computer, or iPad, direct to each bay
- Tires can be sent out to the bay, allowing mechanics to be more efficient in preparing for the arrival of the tires.
- 4 tires in one - two trips on a robot creates efficiency

Speed and efficiency drive profit and RO's!





Empowering The Work Sector with Automation & Robotics

We know the savings / Robot Cost

Robot Cost: \$32,000

Lease estimate options:

3 Year - \$1,136 plus taxes per month - \$51.63 per day

4 Year - \$896 plus taxes per month - \$40.72 per day

5 Year - \$752 plus taxes per month - \$34.19 per day

Extended Warranty 4 Years: \$3,200

Warranty can be built into the price or paid in full

If the Parts Robot only helped one tech maximize efficiency, the program is still revenue-generating!!!



The Man of Steeles is a trend setter once again? 1st at Ford to implement NEW Robotic Part Delivery

	Hours of Time Efficiency Saved	Average RO's per day	Average ELR Value	New Average RO per day with Time Savings	Average RO Value	Per Day Robot Cost	Per Day New Revenue Potential	Per Month New Revenue Potential	Per Year New Revenue Potential
Ford								Days	Days
Tech			Value					22	260
1	0.125	5	\$150	0.391	\$450	\$34.18	\$58.59	\$1,289	\$15,234