

SMOOTH ROBOTICS APS

Connect your Craft to the Machine



Odense, Denmark
www.smooth-robotics.com
Founded in 2016
4 Employees

Field of Activity:
Manufacturing

Capital raised:
EUR 685.000

Investment need:
EUR 1m

Watch 3min pitch

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Company Description

Smooth Robotics is a spin out from the University of Southern Denmark and Danish Robotic Cluster based on the idea that complex robot programming can be eliminated. We make a robot as easy to use as using a smartphone - and give full control back to the end user with the product SmoothTool.

Problem

Manufacturing SMEs can increase flexibility, productivity and profitability significant by automatization in the manufacturing process. But the SMEs are facing two major challenges 1) with current robots on the market, changeover between batches requires offline programming based on a CAD model and; 2) SMEs usually do not have the in-house skills needed for programming and changeover, so they must hire an external integrator which adds further adds costs.

Solution

SmoothTool is a unique software for path generating that enables simple, fast and intuitive programming of robots. Currently the technology is focused on Universal Robots but in the near future, we will integrate the platform with other collaborate robot brands and classic industrial robots. By using SmoothTool the SME will be able to significantly reduce changeover time and to have an agile and flexible production.

Market

In Europe more than 2,2 million manufacturing SMEs are potential customers as automatization within welding, soldering, gluing and dispensing are challenges that have to be handled. The potential value in Europe will be app. 1,2 billion € as it is estimated that more than 50% of these companies will have the need for automatization. As the product is scalable worldwide the business model is based on distribution partners all over the world to handle local sales, distribution and support.

Business Model

B2B sales. We have already signed with two major partners who are present in more 100 markets worldwide. And we are in the process of becoming UR+ certified and hereby be accessible to more than 200 potential distributors worldwide on the UR+ platform. The business model will in the future be based on SaaS (subscription) and XaaS (pay per use). Smooth Robotics has helped these partners to overcome the limits for manufacturing SMEs to use robot automatization.

USP & Differentiation

Easy, fast and intuitive path generation for manufacturing robots, that makes the robot workable as a tool in the hand of the end user