

Formhand

... has the universal grip!



Germany

www.formhand.de

Founded in 2017

9 FTE in 2020

Field of Activity:

**Manufacturing /
Automation**

Investments

received: 1.4 Mio
EUR

Investment need:

1.5 Mio EUR

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pitch

Company Description

Formhand has developed granulate-based vacuum gripping pads that can freely adapt to and handle objects with different shapes – these universal gripping pads are the enabler for an agile production in Europe.

Problem

Customers demand for individualized products. Automated production needs to be extremely agile and versatile to fulfil this demand. While robots can be very flexible by software, the interface to the products, the grippers, need flexibility in hardware. There is rarely any solution on the market which can freely adapt to different shapes of objects and grip them.

Solution

FORMHAND gripping pads are highly adaptable to different objects and can even cope with limp and porous materials. Thus, in situations where customers need many different state-of-the-art grippers to handle their range of products, FORMHAND gripping pads lead to a much simpler setup. Tool-changing and storage of the grippers is unnecessary and a much cheaper solution is created, since upto 70% less grippers are required.

Market

The focused market segment for the RobotUnion project is the sheet metal market, especially the press shop (Forming). This market offers an outstanding chance for scalability. The manufacturers have a very high demand to find suitable solutions for an automated and flexible production. The central entry market is Europe, since there is a strongly growing demand for simple and low-cost automation. FORMHANDS universal gripping pads are the enabler for an agile and automated production and logistics in high cost countries.

Business Model

FORMHAND sells universal gripping pads and everything else (periphery) to make it a plug-and-produce-system. Additionally, the service for installed gripping pads and advanced project-based engineering and designing for customer-specific handling solutions is provided.

USP & Differentiation

FORMHANDS universal gripping pads provide a smart and unique handling solution for an agile production and logistics in high cost countries by:

1) Immense cost savings by up to 70% less grippers in use - replacement and reduction of the amount of common handling systems by high adaptability of universal gripping pads. **2) Reduction of complexity** – easy to install and use by plug-and-produce solutions. **3) Boost of ergonomic working** – universal gripping pads enable intuitive and therefore human-centered operating processes. **4) Empowerment of self-service** – designed as simple as possible, that maintenance can be carried out fast, by users themselves and is therefore fast and cheap.

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