



AWL.

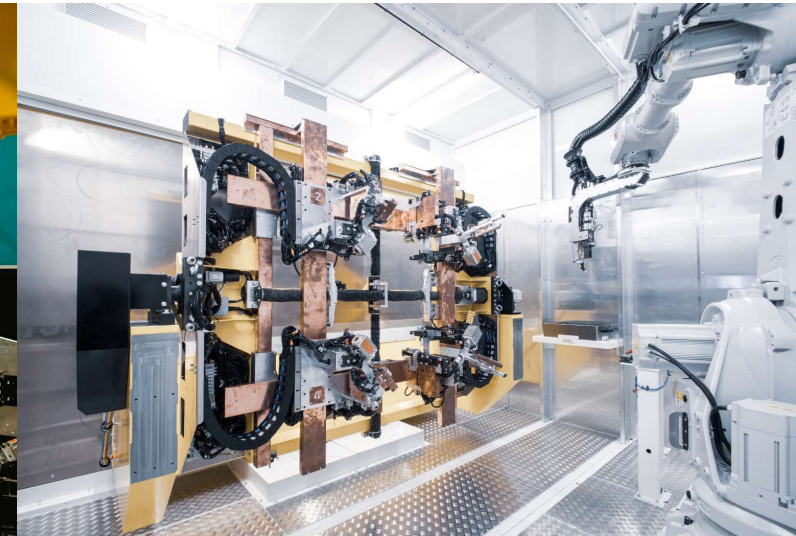
Innoveren als machinebouwer in een nieuwe markt

Matthijs Varwijk | 12 december 2023 | Den Bosch

A global machinebuilder

AWL.

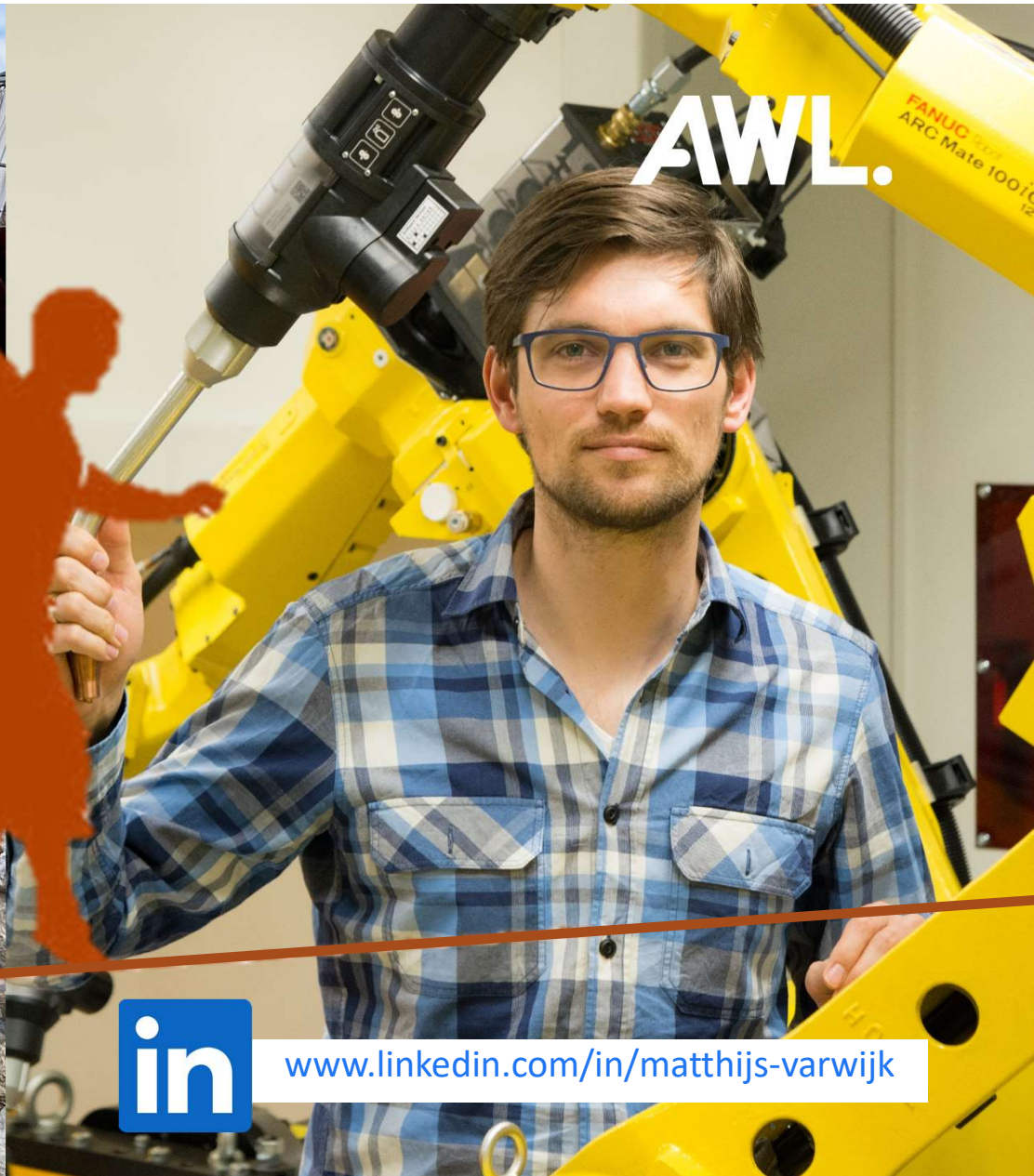
- Privately owned
- Global partner
- Turn key projects
- More than 30 years of experience
- Automotive, General Manufacturing, and Material Handling
- Engineering to order and configure to order
- > 700 passionate professionals worldwide
- Innovative Experience Center



STICHTING BARNABAS
hulp, troost & bemoediging



AWL.

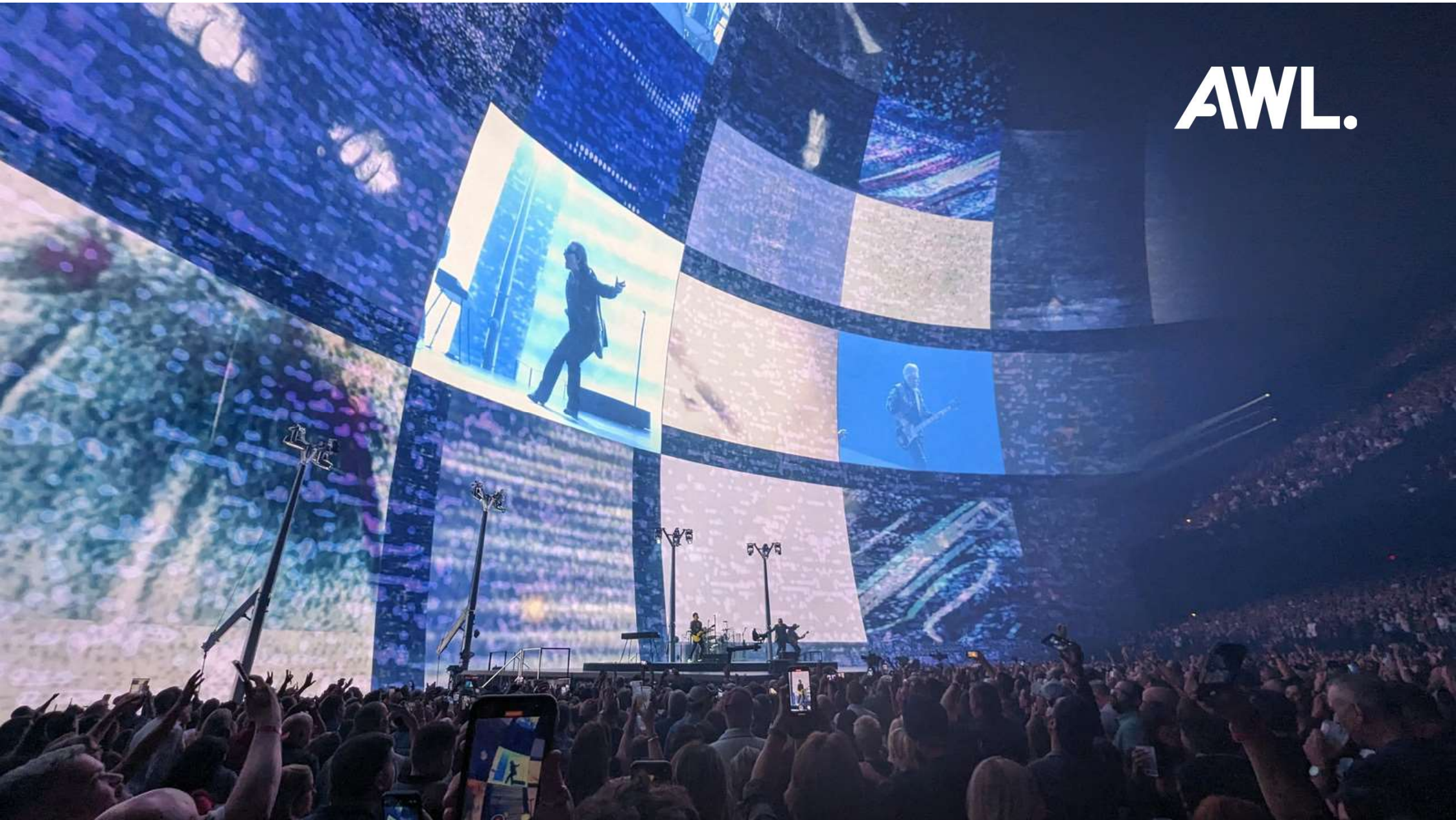


www.linkedin.com/in/matthijs-varwijk



AWL.

AWL.





AWL.

A man with white hair and glasses, wearing a dark blue suit, white shirt, and blue patterned tie, stands with his arms crossed in a factory setting. The background is filled with industrial machinery and equipment, slightly out of focus. The lighting is warm, with some yellow and blue highlights.

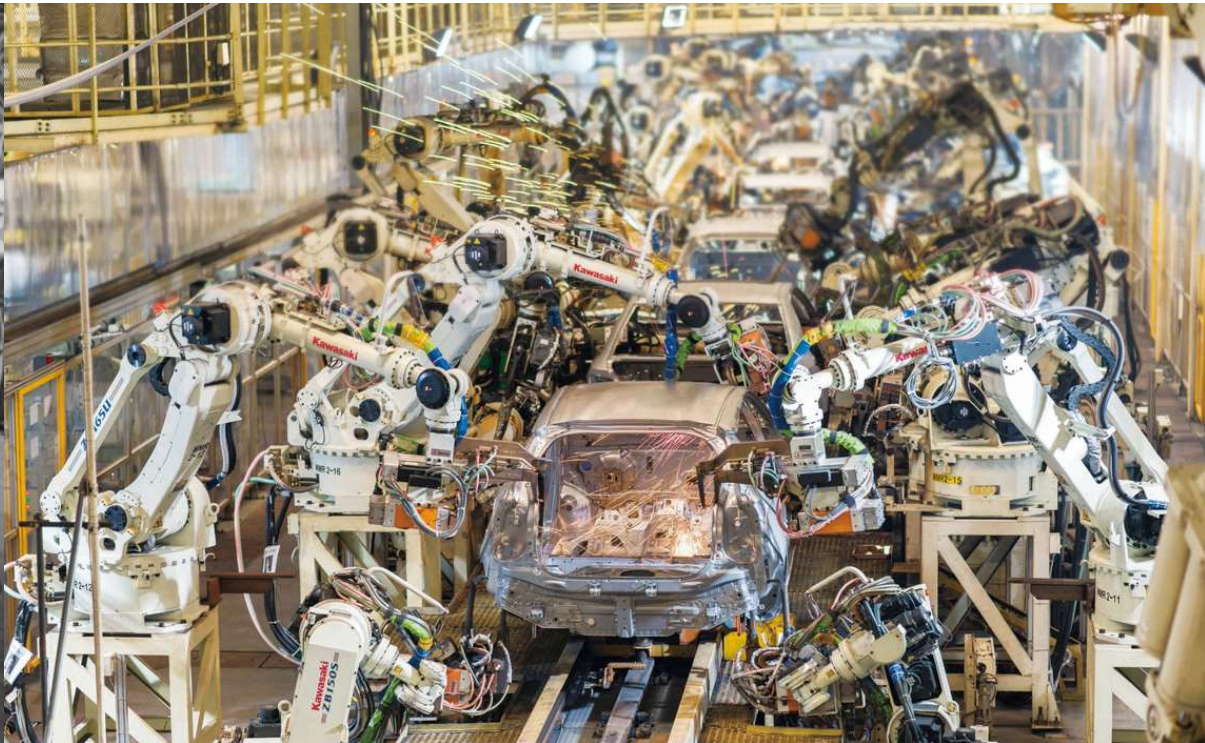
AWL.

#1

**Pionieren:
Niet kijken,
maar ZIEN**

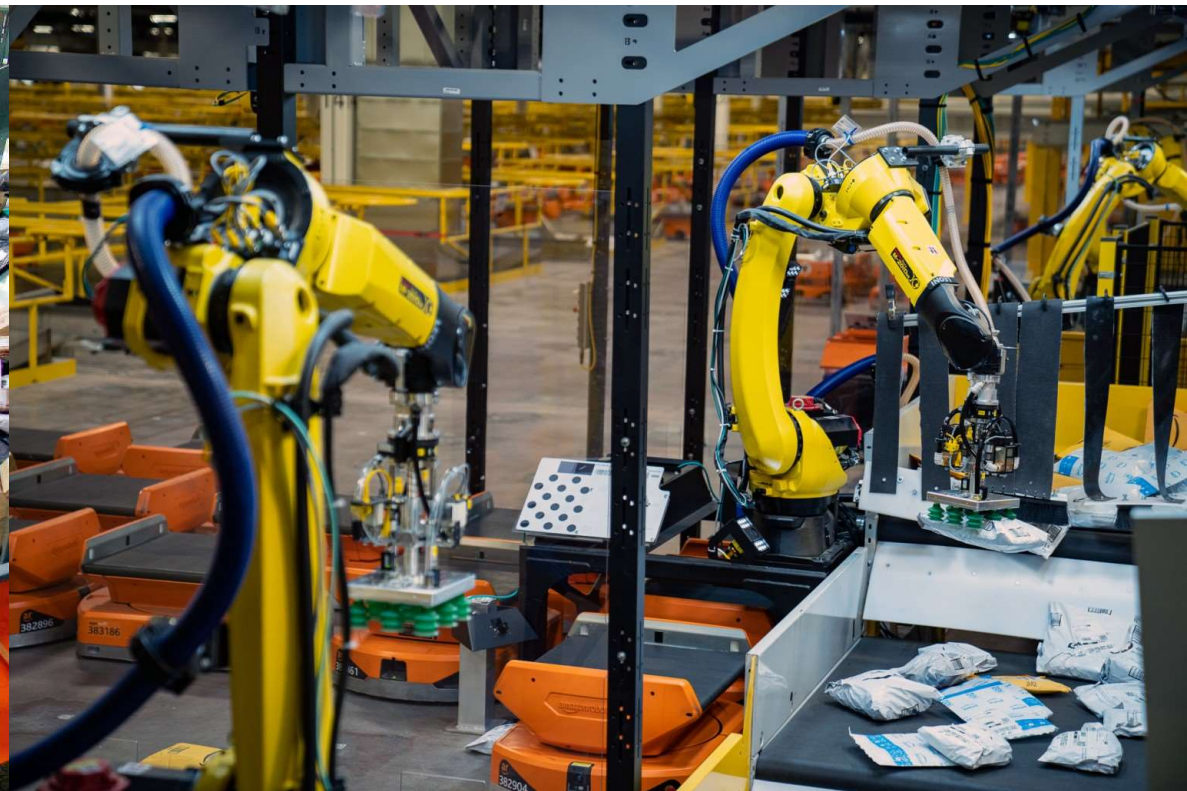
Kijk van het verleden

AWL.

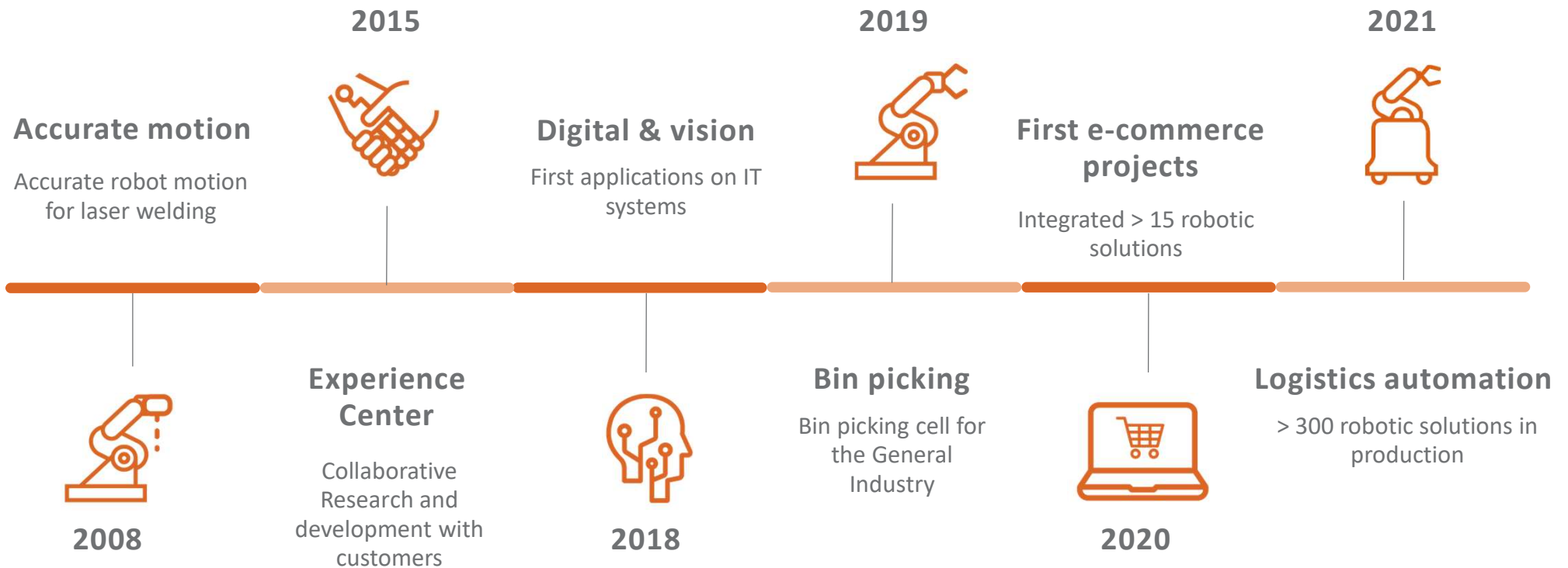


En ga zien wanneer het tij gaat keren

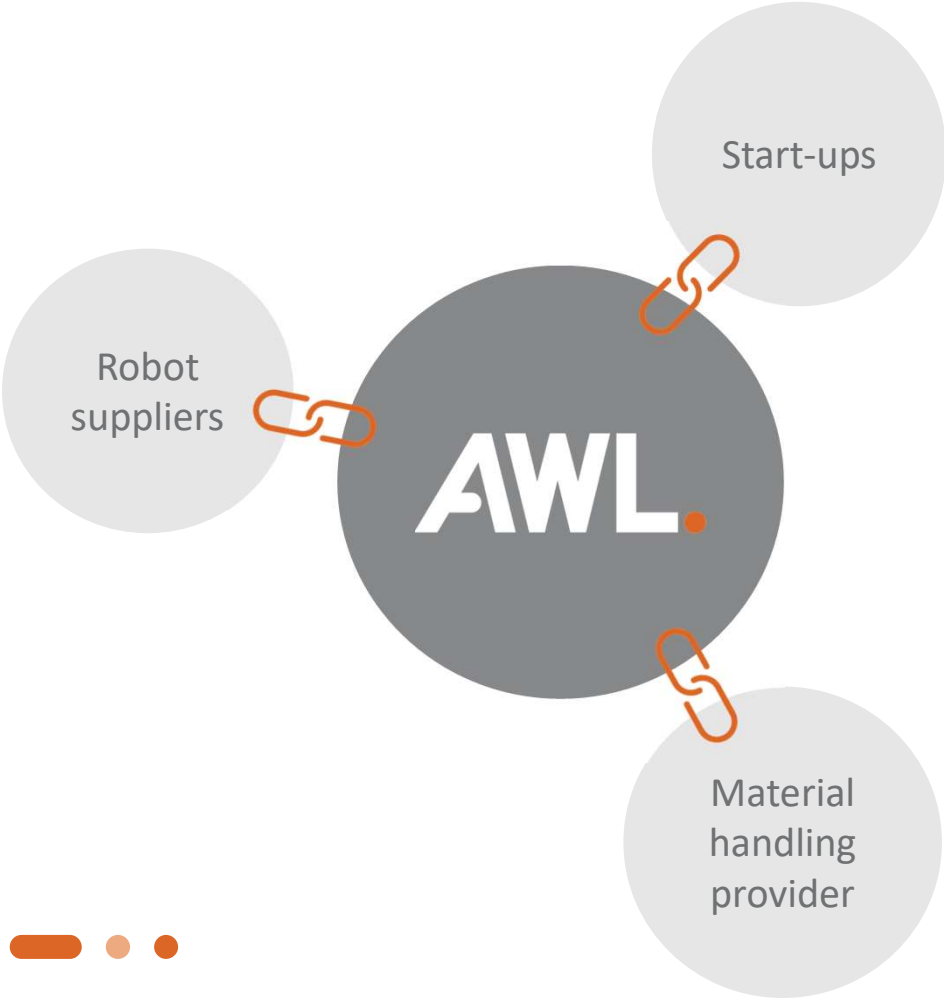
AWL.

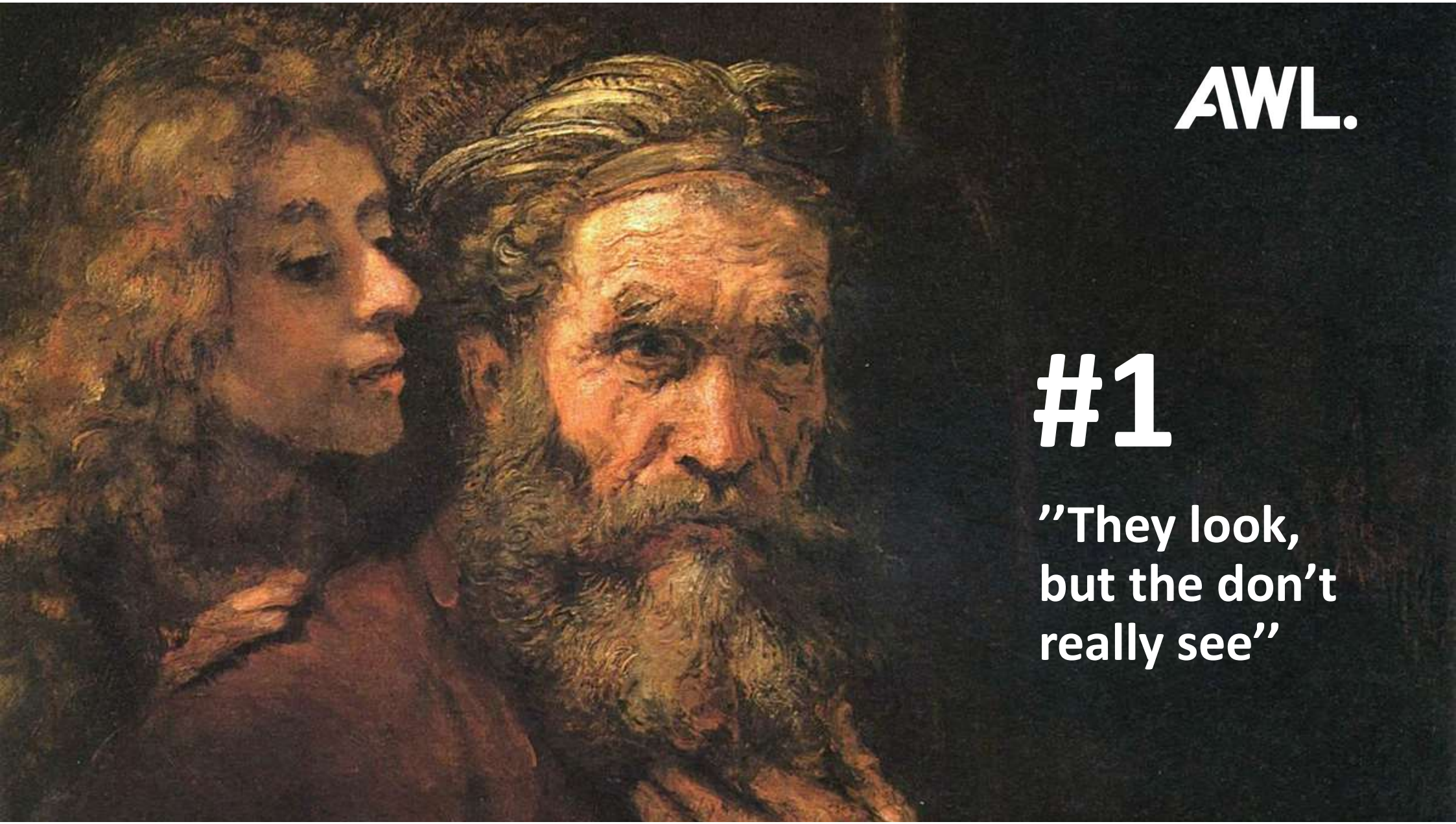


Our road to logistics market



Our logistic market position

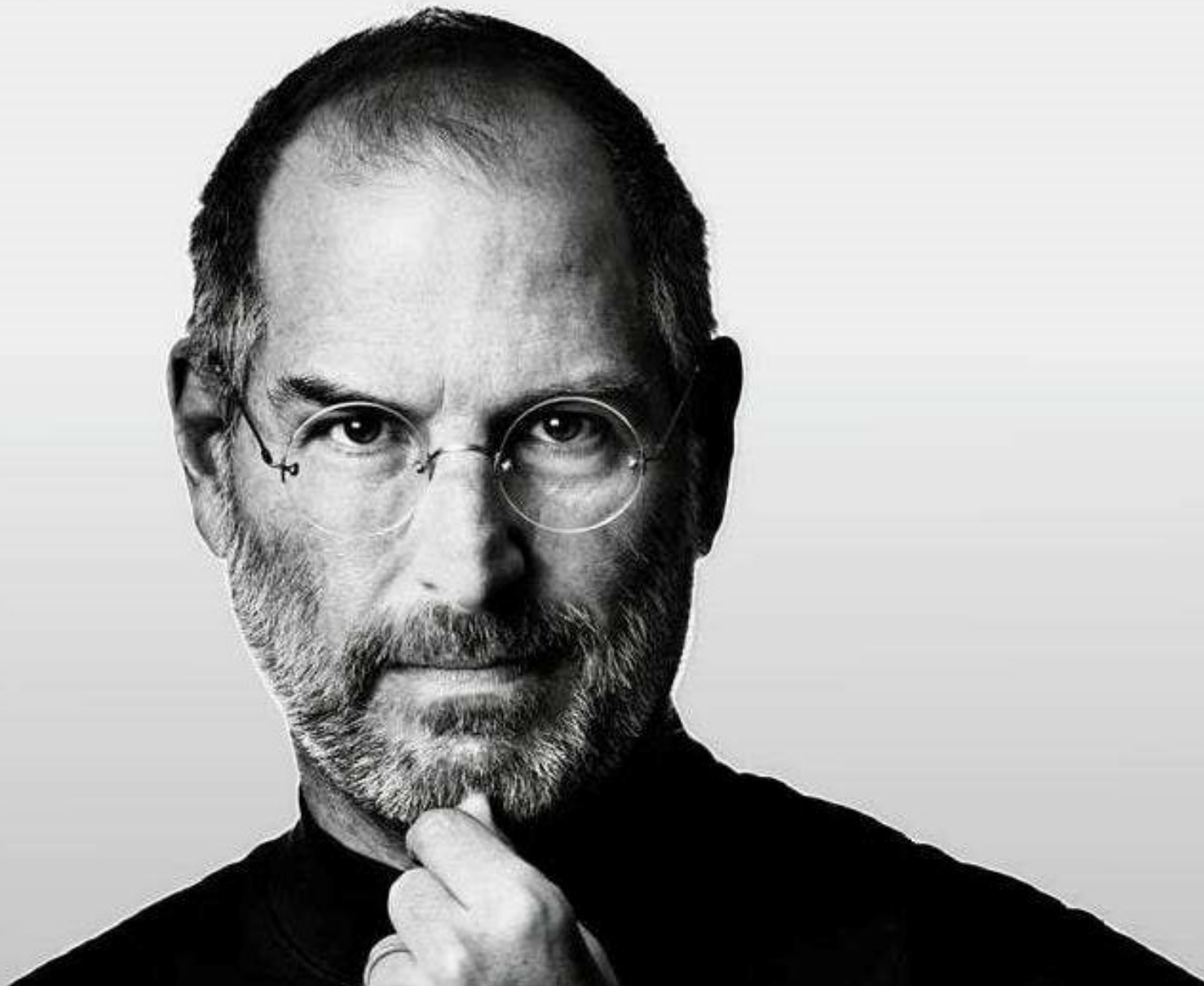




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#1

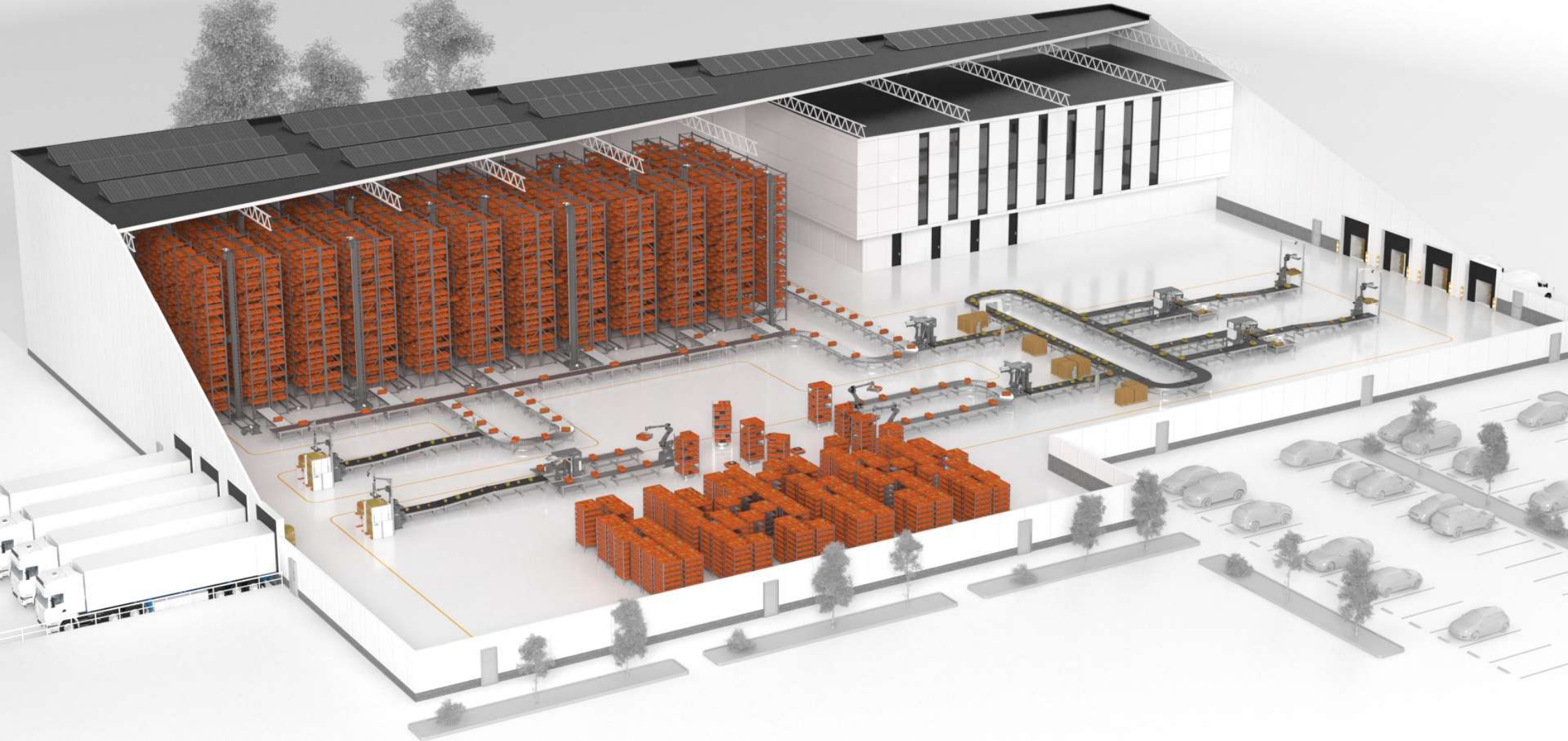
**“They look,
but the don’t
really see”**



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#2
Leer NEE
te zeggen

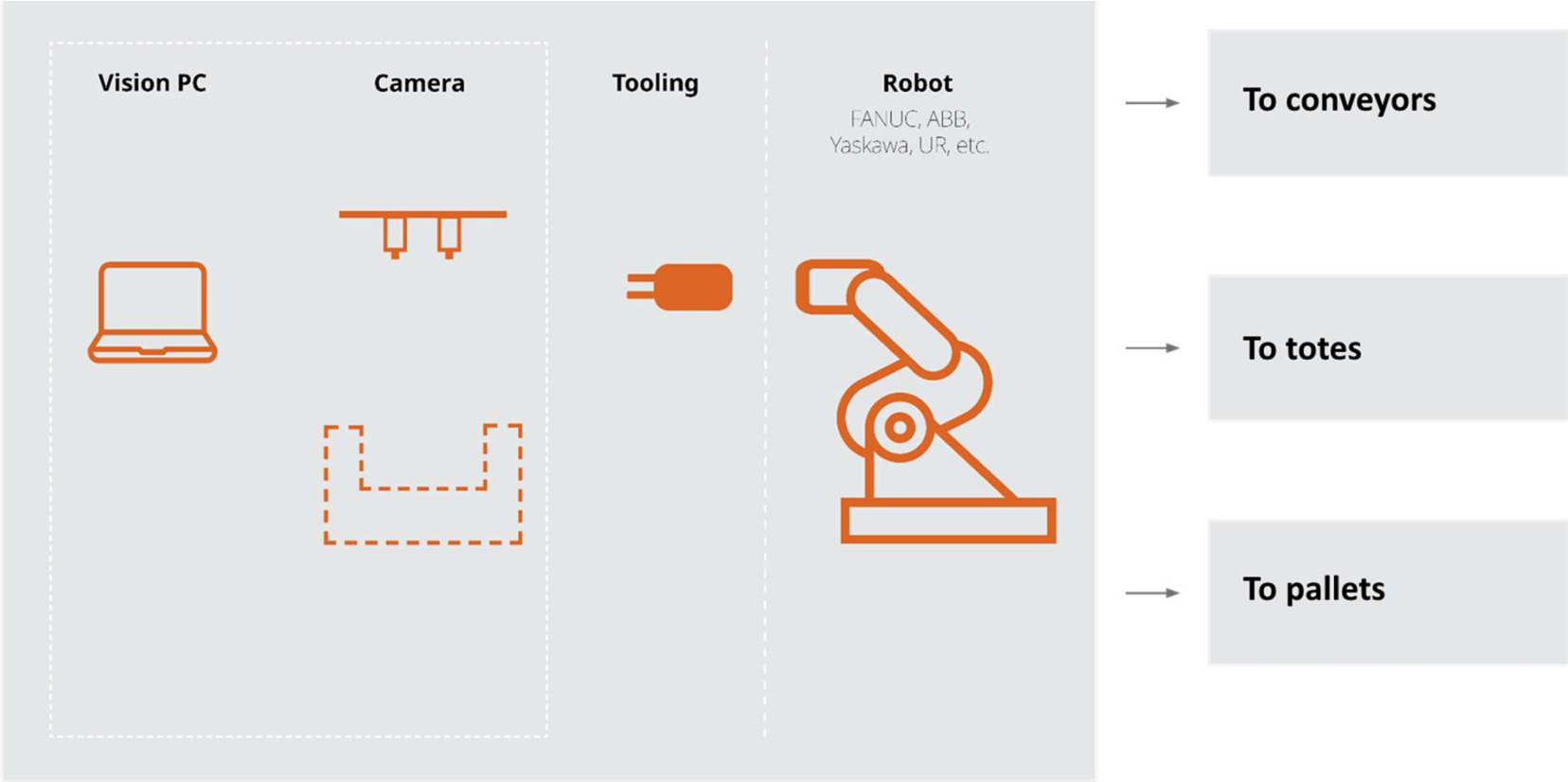
Logistics opportunities



Random mixed depalletizing (RODE)



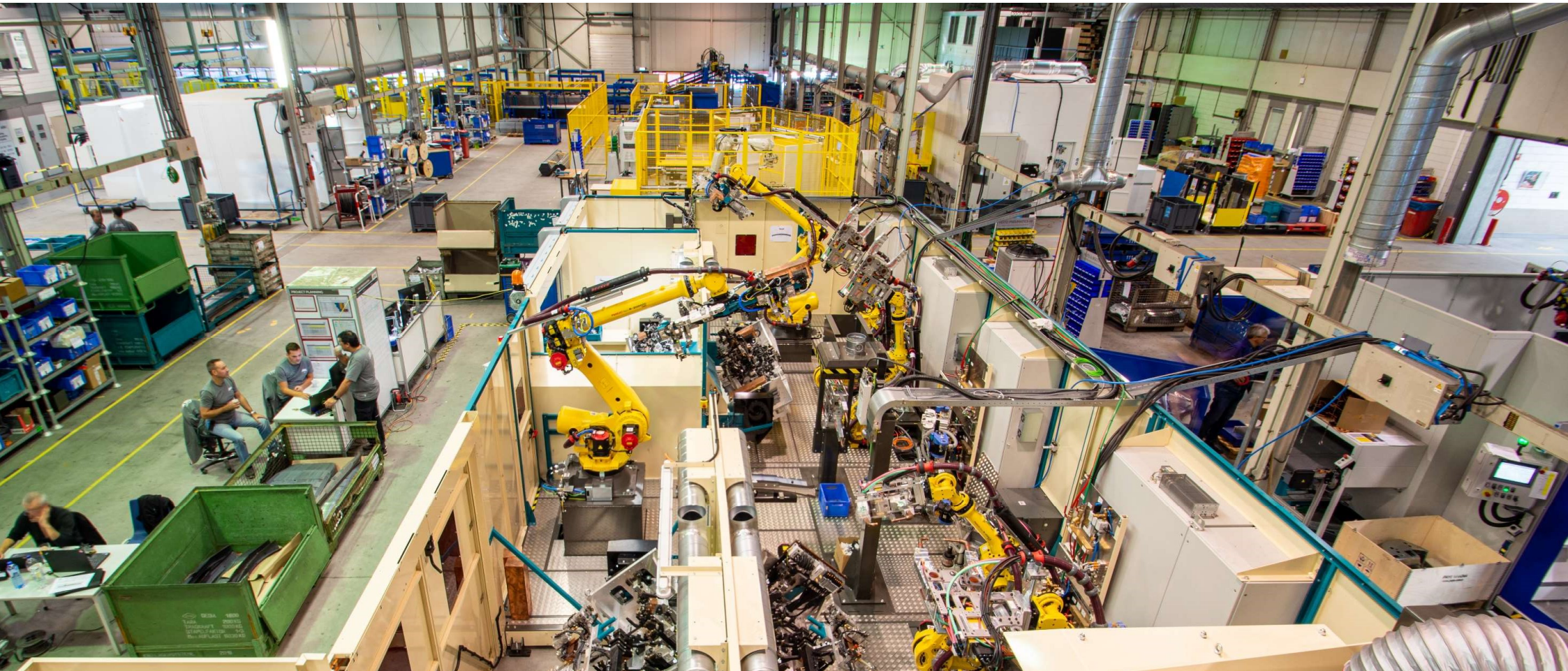
AWL total solution provider



Think robotics

Utilize the true potential of robots

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Invest in gripper technology

Test and trial runs in our Experience center

AWL.



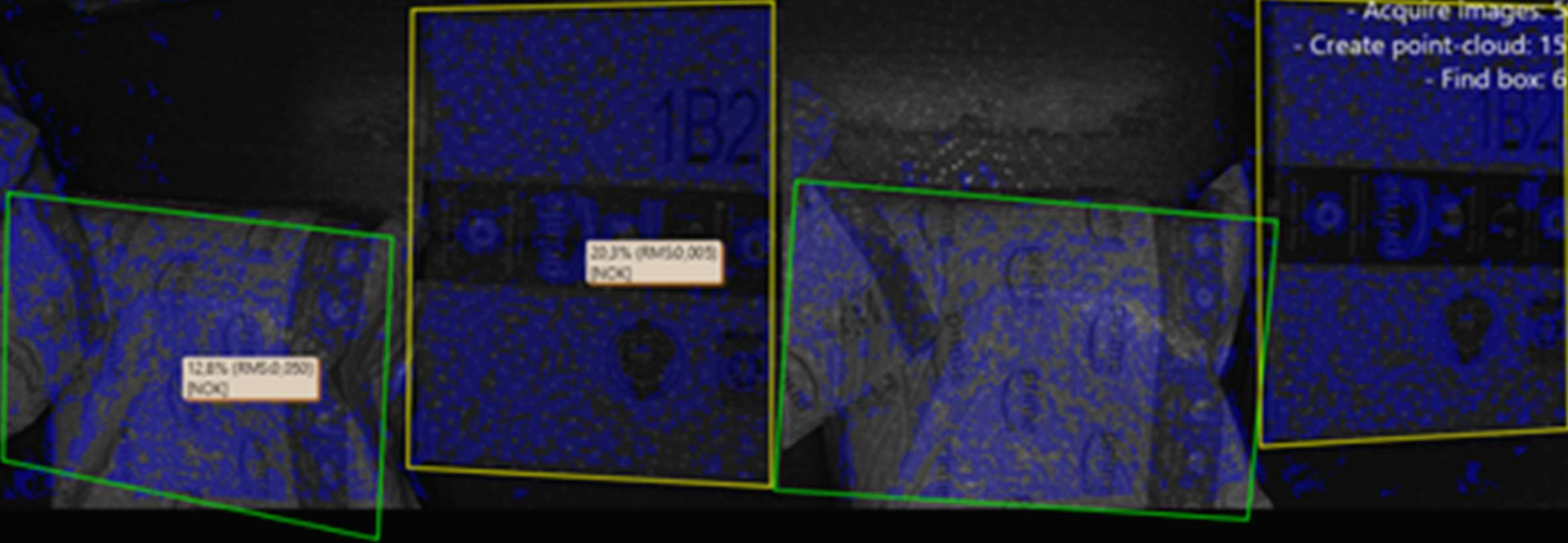
Leading in vision technology

Bringing vision development to operations

AWL.

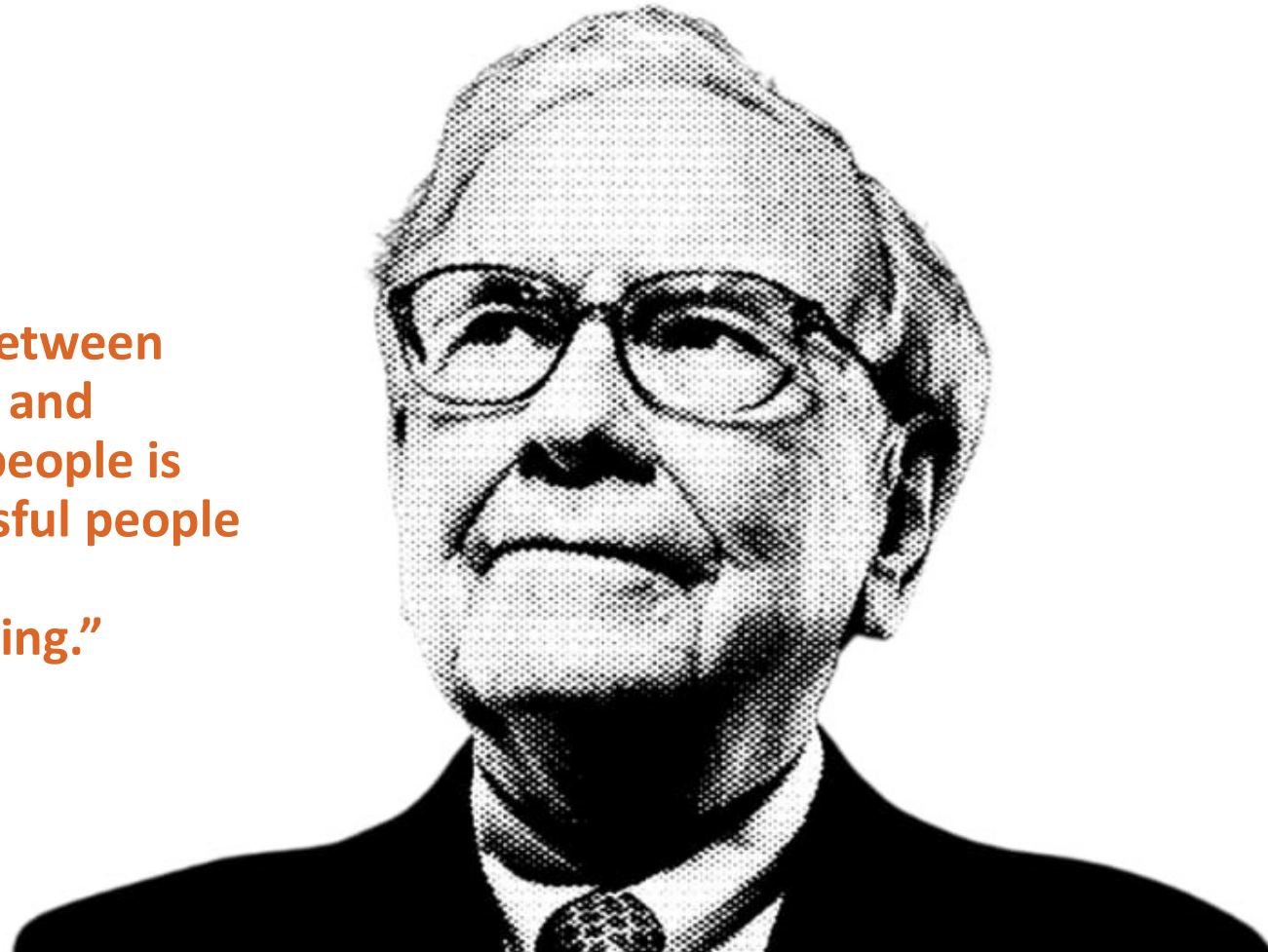
Box (328x213 mm) found at:
[397, 245, 97] mm and
rotated with [10, 6, 88]^o around XYZ
rotated with [10, 6, 88]^o around XYZ

.....
Total cycle time: 277 ms
- Acquire images: 58 ms
- Create point-cloud: 157 ms
- Find box: 61 ms



#2

“The difference between successful people and really successful people is that really successful people say 'no' to almost everything.”





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#3

LUISTER naar
je klant

Go-to-market strategy



My operations needs to improve. Robotics are the solution



I want to partner with AWL to deliver robotic solutions



Your steps to automation

AWL.

1. IDENTIFICATION

Identify your requirements

2. SAMPLE PICK TEST

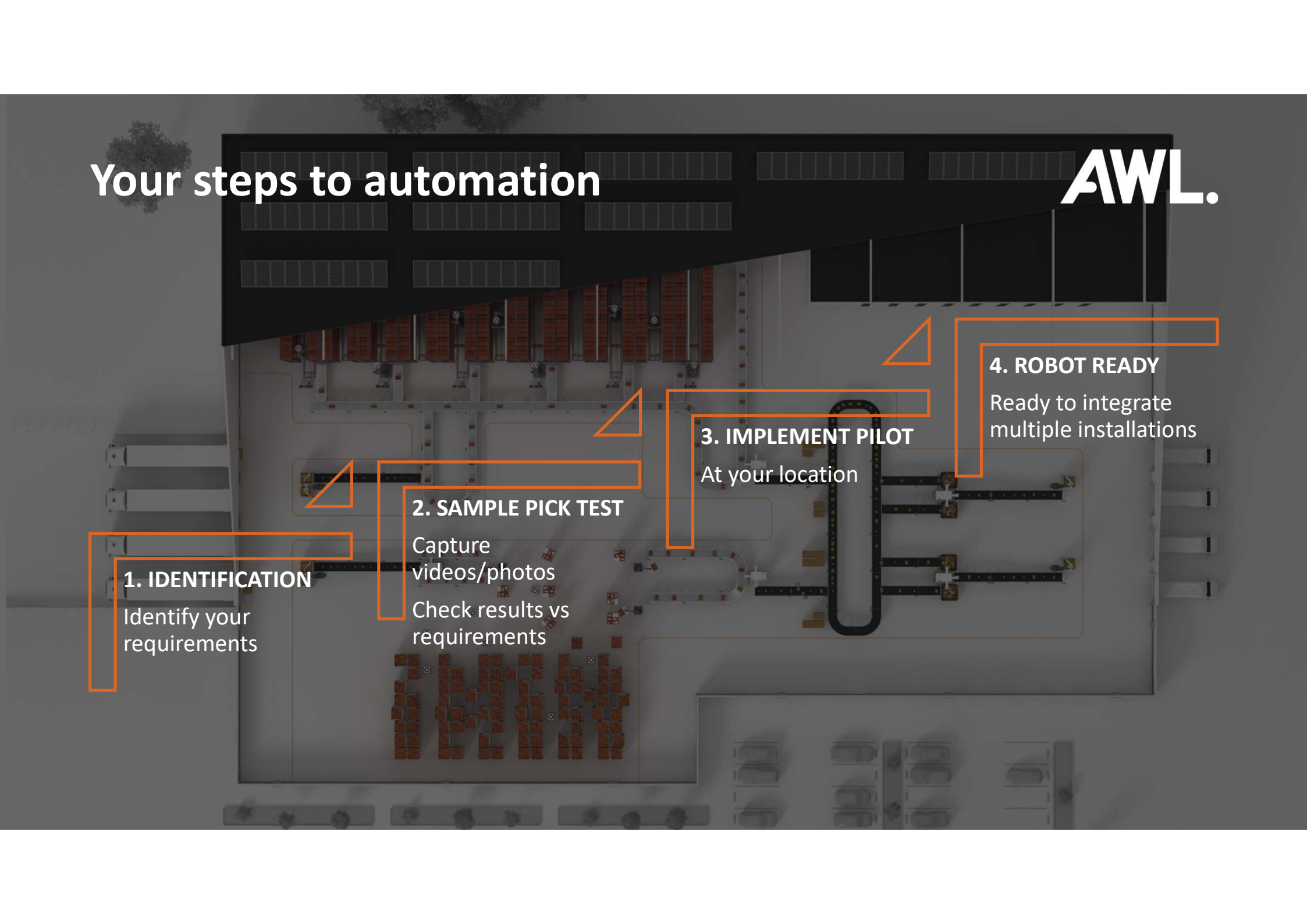
Capture videos/photos
Check results vs requirements

3. IMPLEMENT PILOT

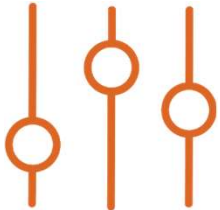
At your location

4. ROBOT READY

Ready to integrate multiple installations



Our strenghts



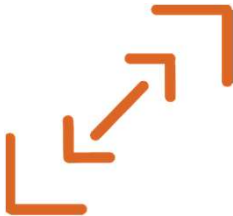
Flexible

Picking any product using AI and EOAT at robot arm



Global

Global presence, local heart



Scalable

Using modules



Industrial robust

Reliable machine, easy to use and maintain



Speed

We can reach up to 2000 pph



Why ARVATO chose AWL

AWL.

01

Flexible, future-proof and fast solution due to integration of robot & vision

02

Development within 4 months (proof-of-concept).

03

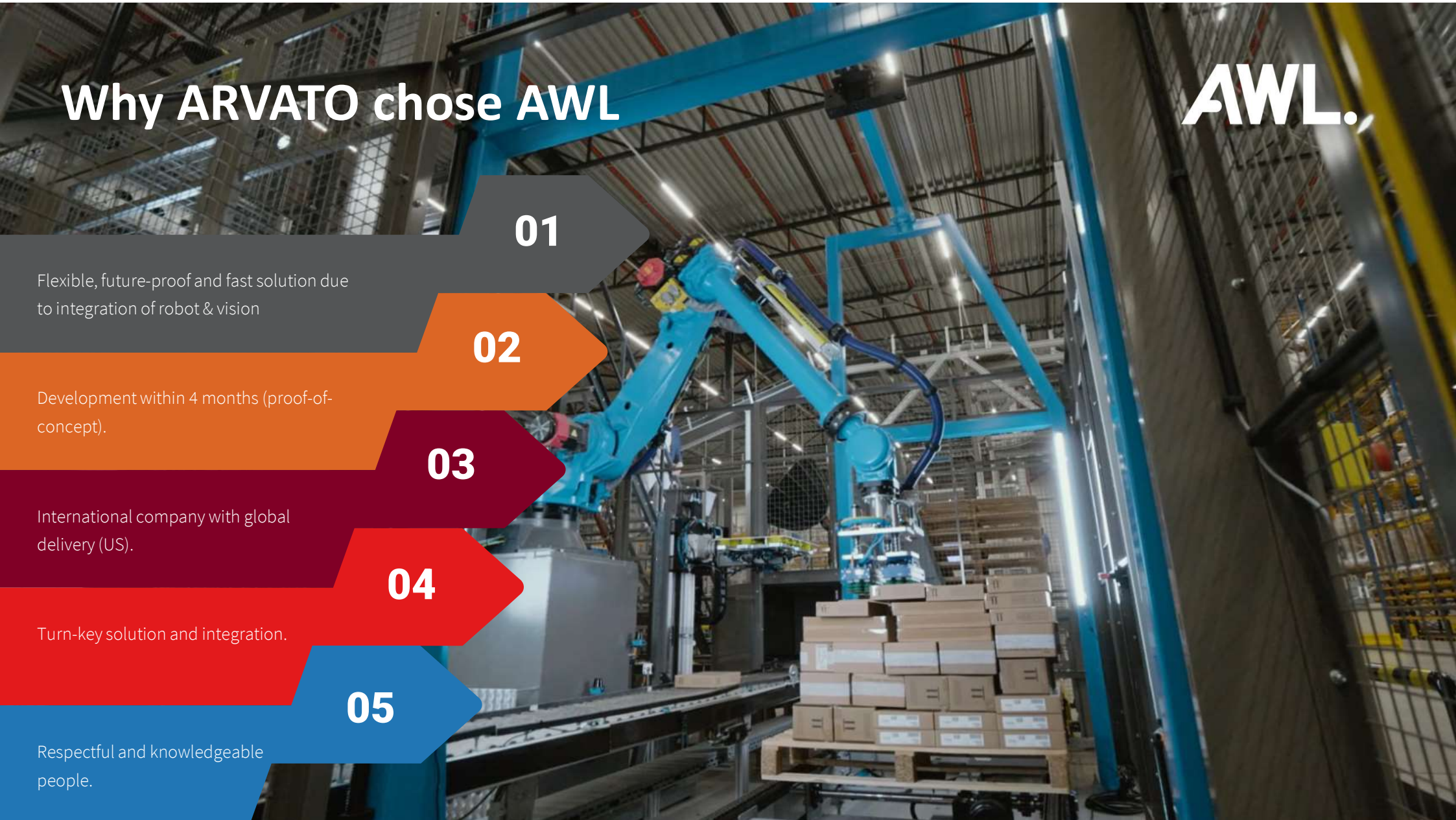
International company with global delivery (US).

04

Turn-key solution and integration.

05

Respectful and knowledgeable people.



DHL | **AWL.**



#3

”Put the customer first.
Invent.
Be patient”



AWL.

amazon

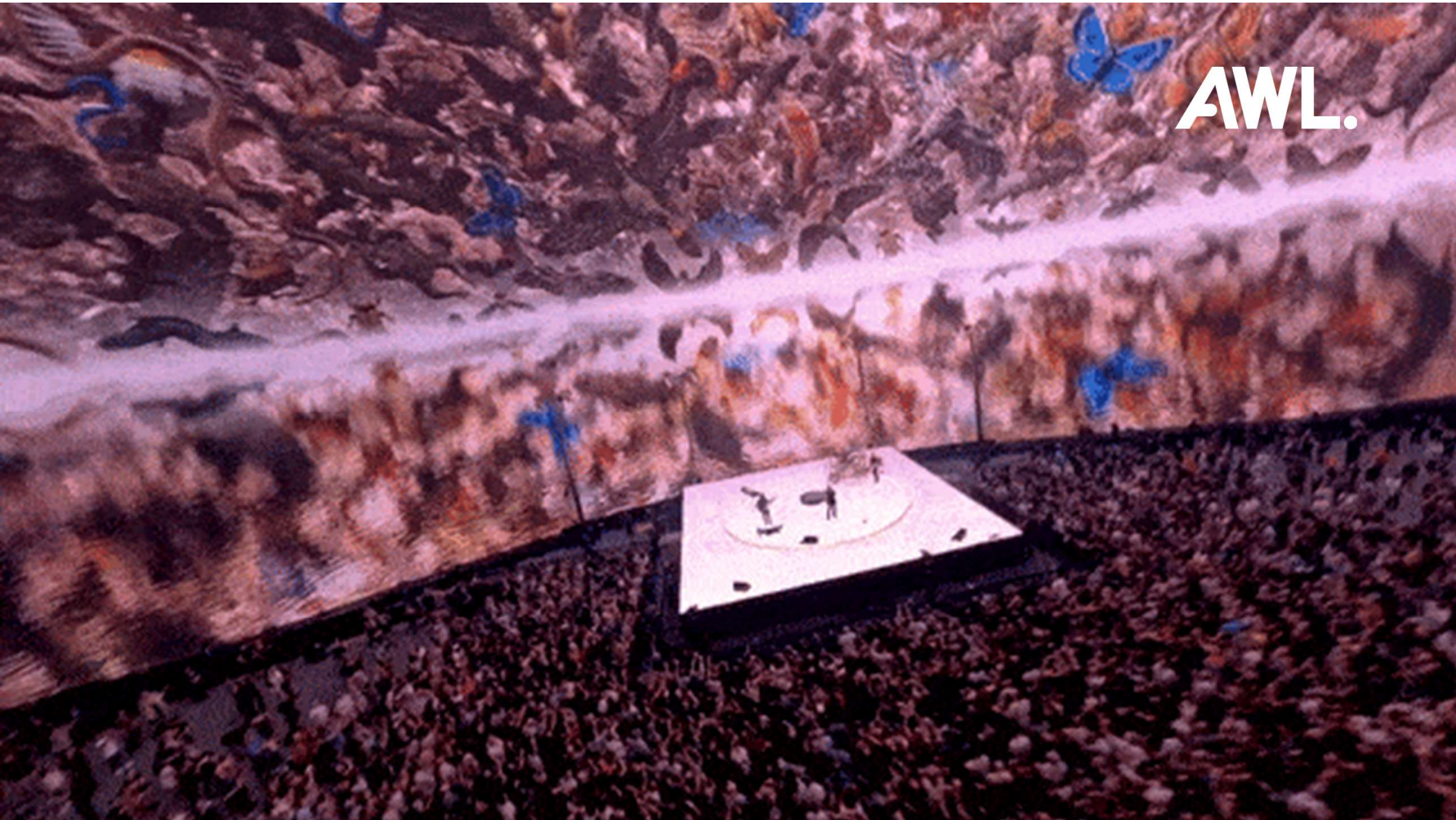
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maar ZIEN

#2 Leer NEE te zeggen

#3 LUISTER naar je klant





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