01 / OUR WORKFLOW

How we work with you

ROBOTUO delivers the assessment report selected in your project brief. Both report services follow Phases 01 and 02 and end with report delivery and consultation. Clients of either report may separately commission meeting coordination under Phase 03.

PHASE 01

Requirement confirmation and payment

Confirm your acceptance of this Service Guide by email. We agree the project tasks, workload, site conditions, budget, timing and expectations. A Product Requirements Document (PRD) is strongly recommended.

Once the scope and fee are agreed, complete payment for the selected assessment service.

The final project brief confirms the selected report, scope of services, deliverables and agreed fee.

PHASE 02

Assessment and report delivery

We research your agreed business needs and areas of interest. The pre-assessment covers the industry, companies and application opportunities. The comprehensive assessment examines suitable equipment, initial technical feasibility, physical constraints and material information gaps.

If you provide additional plans, measurements, system details or revised requirements, you may commission a further assessment. Each further assessment is a separate billable deliverable, with its scope and fee agreed before work starts.

We deliver the selected pre-assessment or Comprehensive Assessment Report and walk your team through the findings and recommendations.

PHASE 03

Optional meeting coordination

Clients of either report may ask ROBOTUO to coordinate integrator meetings as a separate paid service. We agree the meeting scope and additional fee before making any arrangements.

The agreed service covers relevant integrator introductions and meeting arrangements. Your team and the integrator negotiate specifications, final pricing, schedules and lead times directly.

The client and integrator agree responsibility for site verification, validation, installation, commissioning and handover.

Where our engagement ends

Both report engagements end after report delivery and consultation. Meeting coordination is optional and carries an additional fee agreed before arrangements begin. When commissioned, ROBOTUO's coordination service ends after the agreed introductions and meeting arrangements. The client and integrator manage implementation, validation, deployment and handover directly.

02 / ASSESSMENT REPORTS

What each report delivers

Both reports include delivery and consultation. Neither report fee includes arranging integrator meetings. Clients of either report may commission meeting coordination separately, with the scope and additional fee agreed before arrangements begin.

Area	Pre-assessment	Comprehensive assessment
Market and ecosystem	China industry statistics and charts, growth, segment trends, company market positions and an industry-chain map.	Analysis of industry structure, enabling technologies, competitive differences and potential partners for the application.
Companies and applications	Representative company profiles across ecosystem roles. Comparison of relevant sectors, application opportunities, potential value and readiness.	Prioritized companies and robot models, comparable specifications, selection rationale and recommended reference configurations.
Evidence	Dated statistics and company materials. Illustrative application scenarios explain possible workflows; documented deployments are not required.	Documented deployment cases, on-site photographs, installed workflows and available operating results, alongside product documentation.
Technical scope	High-level feasibility, main operating constraints and the site information needed for closer evaluation.	Robot, accessories, stations and software package. Interfaces, utilities, network, data handling, staff routines and maintenance.
Commercial and service	Ecosystem responsibilities and broad commercial structures where relevant to the research brief.	Regional supply and service routes, installation responsibilities, warranty scope, equipment costs, integration and recurring costs.
Recommendation	A client opportunity map, research priorities and the information needed for the next decision.	Recommended technical approach, reference configuration, material risks and proposed acceptance criteria, summarized for integrator discussions.

How the emphasis is chosen

The report follows your brief: wider market exploration emphasizes industry structure and company roles; a defined operating task gives more attention to application fit, value, conditions and readiness. Pre-assessment company profiles describe broad capabilities rather than selecting exact products or models.

Optional meeting coordination after either report

Both report engagements end with delivery and consultation. Clients who want ROBOTUO to arrange integrator meetings may commission a separate service, with its scope and additional fee agreed before arrangements begin. The client and integrator then agree implementation, validation, deployment, handover and service commitments directly.

03 / PRE-ASSESSMENT OUTLINE

Inside the pre-assessment

The outline combines China industry context with company research and opportunities relevant to your business. Sector and company coverage are agreed in the project brief.

01 Executive overview

Key industry findings, relevant company capabilities and two or three recommended directions for further consideration, with the reasons for each.

02 Research scope and reading guide

Client interests, covered categories, geography and research cutoff. Definitions distinguish production, shipments, sales, installations and operating fleets, and separate statistics, company statements and ROBOTUO analysis.

03 China industry scale and development

Sourced statistics and charts covering development, growth, relevant segments, company market shares and domestic or overseas presence. Analysis explains their client implications and retains each metric's period, geography and basis.

04 Industry chain and ecosystem

An ecosystem map connects components and technologies, manufacturers, software, integrators, industry users and overseas service partners, explaining their roles in supply, integration, operation and support.

05 Relevant sectors and applications

Comparison of approximately four to six areas suited to the brief: business problem, application, maturity, company types, operating conditions, limitations and relevance to the client.

06 Representative company profiles

Consistent profiles cover headquarters, business and ecosystem role, broad technology and application focus, industries served, domestic and overseas presence, reasons for interest and questions for further research.

07 Illustrative application scenarios and business models

Typical tasks, workflows, robot categories, staff involvement, potential value and operating conditions. Hypothetical assumptions are identified; named sites, photographs and measured results are optional. Relevant business models include purchase, leasing, subscription, integrator delivery and outsourced operations.

08 Opportunities for your business

An opportunity map links business activities to applications, potential value and information needed. Each opportunity is marked Prioritize, Monitor or Defer, with reasons and conditions for progressing.

09 Partnership and operating considerations

Key considerations include local support, supply routes, building and software interfaces, staff routines, maintenance, spare parts, data and applicable compliance requirements, with the roles of manufacturers, integrators, service partners and the client explained.

10 Conclusions and next steps

Recommended directions, relevant company types and the next decision. Delivery and consultation complete the report. Optional meeting coordination requires a separate scope and additional fee agreed before arrangements begin.

Appendix Sources and terminology

Source links, publication dates, research cutoff, statistical definitions and key terms. Notes distinguish sourced figures from illustrative assumptions and calculations.

04 / COMPREHENSIVE ASSESSMENT OUTLINE

Inside the comprehensive report

The outline develops an application-specific technical recommendation from documented evidence, comparable equipment and proposed reference configurations. Coverage follows the agreed client brief.

01 Executive recommendation

Recommended technical approach, prioritized Chinese manufacturers and exact model candidates, with the selection rationale, material conditions and decisions requiring further confirmation.

02 Client requirements and assessment basis

Tasks, workload, service expectations, site and system information, timing and budget. The assessment records confirmed inputs, working assumptions, physical constraints and information gaps affecting feasibility.

03 Industry chain and manufacturer priorities

Relevant industry context, enabling technologies, competitive differences and partner roles. Company capabilities and application evidence explain which manufacturers merit closer evaluation for the task.

04 Documented deployments and operating evidence

Named sites, on-site photographs, installed equipment and workflows, with the roles of robots, software, integrators and staff. Published results retain their original scope; visual model identification and unverified details are labeled.

05 Equipment comparison and selection rationale

Exact models and revisions compared on a consistent technical basis. Specifications, operating limits, application fit, tradeoffs and unresolved questions support the lead recommendation and alternatives.

06 Recommended reference configurations

Robot, accessories, batteries, chargers, docks or stations, software and consumables form a reference installed package. The report identifies optional modules, compatibility conditions, staff routines and maintenance requirements.

07 Interfaces, utilities, software and data

Proposed workflows and building or business-system connections, including access, space, power, water, drainage and network needs. Software modules, interfaces, data handling, permissions and support access are specified at assessment level.

08 Regional supply, service and commercial scope

Potential supply and service routes, authorization, contracting parties, warranty, parts and restoration arrangements. Comparable cost categories cover equipment, integration, installation, freight and taxes, recurring charges and retained staff work.

09 Risks, proposed trials and acceptance criteria

Material risks and proposed controls, trial sequence, measurements and acceptance criteria for the client and integrator to agree. Plans identify dependencies, site verification needs and the evidence required before expansion.

10 Integrator brief and next decision

Recommended packages, evidence, open decisions and proposed responsibilities form the integrator brief. Optional meeting coordination requires an agreed scope and additional fee before arrangements begin. The client and integrator agree implementation, validation, deployment and handover directly.

Appendix Sources and technical references

Dated source links, product documents, deployment evidence, photographs and research cutoff. Notes distinguish manufacturer claims, reported results, assumptions, calculations and ROBOTUO recommendations.