

YASKAWA

The Automation Advantage

YASKAWA MEXICO



YASKAWA



- Yaskawa's Mission

“Efficiently deliver high quality, innovative robotic solutions that help our customers and partners to be competitive globally, and to provide the highest level of customer satisfaction in the automation industry”

- Yaskawa's Vision

“To be the partner of choice for robotics solutions through our dedication to quality, continuous improvement, innovation and commitment to our customer's success”

YASKAWA Mexico Main Office, Aguascalientes

START OPERATIONS FEB 2020

General Data:

- Facility total
 - 68,426 sqf.
 - 6,354 m².
- Offices.
 - 6,469 sqf.
 - 600 m²

Address:

Circuito Aguascalientes Oriente #132
PIVA
San. Francisco de los Romo, Ags
C.P. 20358



YASKAWA Regional Support Facilities

Queretaro, Mexico

Sales

Tech support

Training

Parts inventory



Apodaca (MTY), Nuevo León, Mexico

Sales

Tech support

Training

Parts inventory



YASKAWA MEXICO OVERVIEW

- YASKAWA MEXICO started operations in 1994.
- First activities 1994:
 - Field Service and tech support.
 - Training.
 - Spare Parts.
- Current activities 2024:
 - Robot-in-a-box.
 - Standard products (pre-engineered cells)
 - System Integration (custom solutions).
 - Robot Refurbishment.
 - Retrofits to installed base robots.
 - Field Service and tech support.
 - Training.
 - Spare Parts.
- Experience in applications such as:
 - Thermal applications
 - Arc Welding.
 - Spot Welding.
 - Laser Welding.
 - Projection welding.
 - Cutting
 - Laser.
 - Plasma.
 - Machine tending solution.
 - Dispensing.
 - Assembly.
 - Pick & Place.
 - Palletizing.

YASKAWA MEXICO LOCATIONS

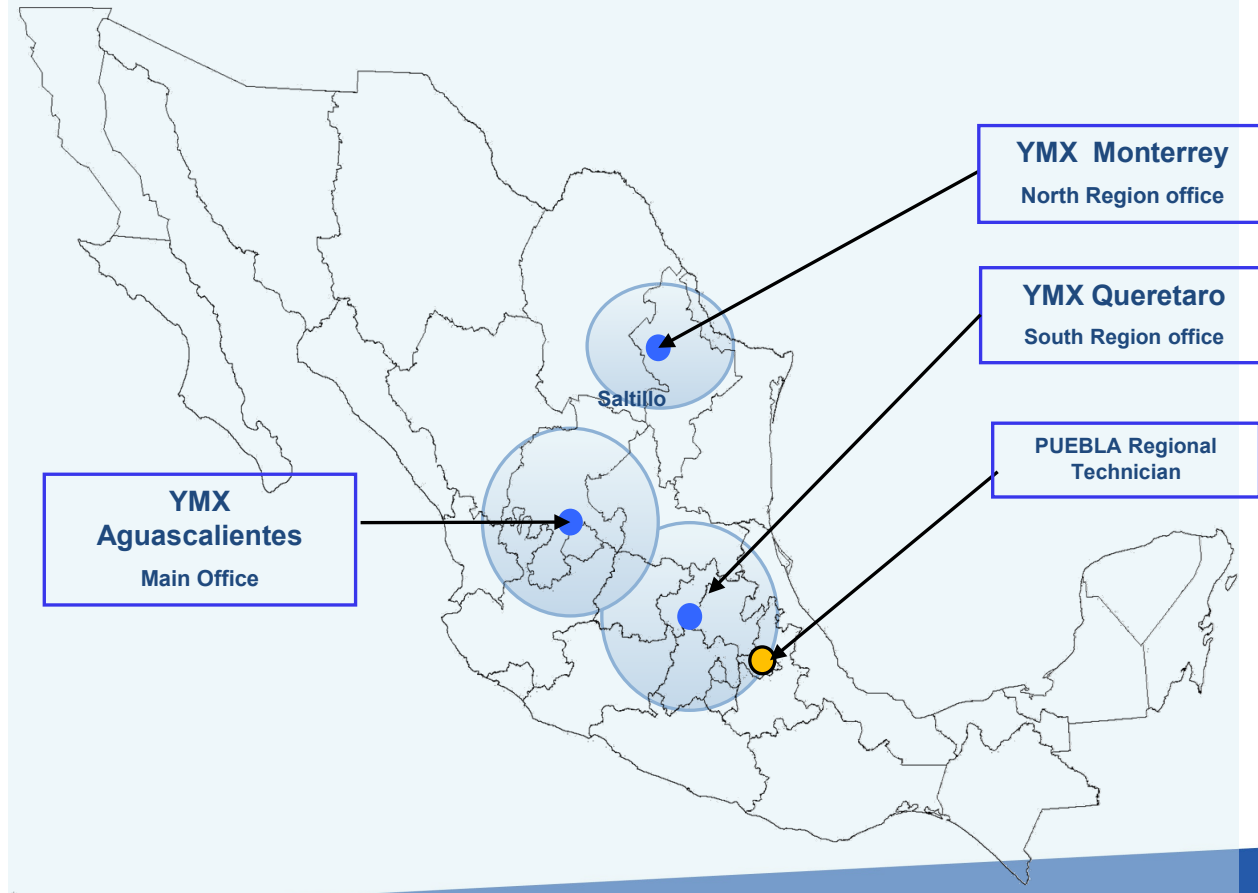
Technical and sales close to customers.

Tech Support Line 24/7
+52 449 139 7500

Over 6,000 Robot Units Installed throughout Mexico

Service Engineers: (Yaskawa Direct-hires)

Aguascalientes	8
Monterrey	6
Querétaro	4
Puebla	2



YASKAWA MEXICO Main Contacts

Main Contacts:

- Jorge Cosio
 - General Manager.
 - jorge.cosio@motoman.com
- Maggie Luna
 - Customer Care Center Senior Manager.
 - maggie.luna@motoman.com
- Irving Herrera
 - Business Development.
 - irving.herrera@motoman.com
- Carlos Luna
 - Accounting Manager
 - carlos.luna@motoman.com
- Carlos Hernandez
 - Applications Engineering Manager
 - carlos.hernandez@motoman.com



YASKAWA SUPPORT SERVICES

TECHNICAL SUPPORT, FIELD SERVICE, PARTS, TRAINING,
REPAIR AND RETROFIT, AND LIFE CYCLE MANAGEMENT

The Yaskawa Motoman commitment to excellence goes far beyond providing high-quality, innovative automation solutions. We are committed to complete customer satisfaction. Even once an installation is complete, we nurture long-term customer relationships to ensure that your needs are responded to promptly and completely. Our diverse support services, offered through the Yaskawa Support Services team, help maximize uptime, accelerate ROI and ensure long-term performance. Whether you need technical assistance, to order parts, research needed spares, return equipment or have your robot parts repaired and returned, Yaskawa Support Services can help you enhance your return on investment.

One robot or hundreds, Yaskawa is committed to helping you realize the full value of your investment.



TECHNICAL SUPPORT

Just a call away

In-house support diagnoses problems remotely.

- 24/7 expert coverage
- Highly skilled technicians with 100+ years combined experience
- Online self-troubleshooting including FAQs and how-to videos



FIELD SERVICE

Minimize downtime

Factory-trained field service technicians are strategically located through the Americas to provide rapid on-site support for programming, maintenance, repairs and system audits.

- 24/7 dispatch
- 99.2% first time fix rate
- Grease analysis and torque sampling
- Emergency, preventative and predictive maintenance



PARTS

Maintain operational success

Dedicated spare parts support to help mitigate downtime.

- Over \$30m of inventory
- 90% first pass fill rate
- 24/7 emergency parts availability
- 12-month warranty on all parts
- Spare parts packages
- Volume support packages



LEGACY PRODUCT SUPPORT

Lifetime support is offered for NX100, DX100, DX200 and YRC1000 platforms. Support may come in the form of repaired/refurbished parts as the life cycle progresses, and some limited production models may be excluded. Limited support is available for older platforms, such as MRC and XRC. Please contact Yaskawa Support Services if you have specific questions regarding support.

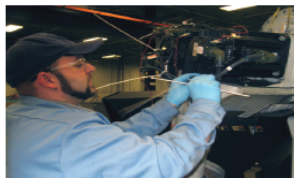


REPAIR AND RETROFIT

Dramatically increase your productivity and profitability

Extend the life of your existing robot. Numerous modernization options are available to bring your aging technology up to current standards.

- Certified pre-owned robots
 - Rigorous 60+ point testing and inspection process
 - Calibrated using MotoCal® to ensure accuracy
- Robot rebuilds
 - Robot is completely disassembled, cleaned and inspected; wiring harness and bearings are replaced
 - Fully tested to meet/exceed original Yaskawa equipment specifications
 - MotoMax® I warranty included
- Repairs
 - Controller or robot repairs tailored to customer needs
- Retrofits
 - Add new technology to existing systems
- Core Exchange Program
 - Rebuilt robot exchanged for your "aging" robot
 - Quick exchange decreases potential production time
- Small system upgrades and retrofits
 - Add to or change existing peripheral equipment
 - Rebuild to meet new program requirements
 - Upgrade to meet new safety standards



LIFE CYCLE MANAGEMENT

Optimize ROI and system throughput

Regional Technical Managers are strategically located throughout the Americas to help optimize equipment utilization through custom-tailored support programs that help avoid unplanned downtime and extend the life of your Motoman® robots.

- Customized Robot Life Cycle Management
- Warranty extensions
- Audits



TRAINING

Empower your employees with the knowledge they need

Yaskawa Academy is the robot industry's best-in-class training solution. Classes range from beginner to advanced on a multitude of topics. Visit www.motoman.com/training for a complete list of course offerings.

- IACET accreditation
- 13,400 square feet of classroom space
- 65+ dedicated robots
- 2:1 student-to-robot ratio
- Remote and on-site training available
- 99% customer satisfaction rate

SOFTWARE TOOLS

Several support tools are available to enhance productivity including:

- **MotoSim® EG-VRC** – Offline programming, highly accurate 3D simulation and virtual robot control. Performs collision detection, reach analysis and cycle time calculations
- **MotoCalV EG** – Economical calibration utility used to improve absolute positioning accuracy
- **RobotPro®** – PC-based expert maintenance package used to troubleshoot, repair and maintain your Motoman robots

Make the most of your investment

Partner with Yaskawa Support Services to develop a strategy for the highest level of reliability, efficiency and life cycle management.

CUSTOM LINES PROJECTS

Complete custom solutions for production line requirements



Example of automatic line assembly with next processes:

- MIG Welding.
- Stud welding with automatic part feeding.
- Leak test.
- Measurement station.
- Laser marking.
- Semi automatic assembly (using a collaborative robot).
- Part handling for movement between stations.
- Buffers station
- Manual assembly line integrated

CUSTOM LINES PROJECTS

Complete custom solutions for production line requirements



Example of automatic line assembly with next processes:

- Total of 21 robots divided in 2 automatic cells.
- Totally custom system with two integrated standard concepts
- Requirements based in customer's standard
- Industry 4.0 integrated with customer ITs development for part traceability
- 3rd parties equipment integrated supplied by customer (leak test equipment, Measurement station)

CUSTOM LINES PROJECTS

Complete custom solutions for production line requirements

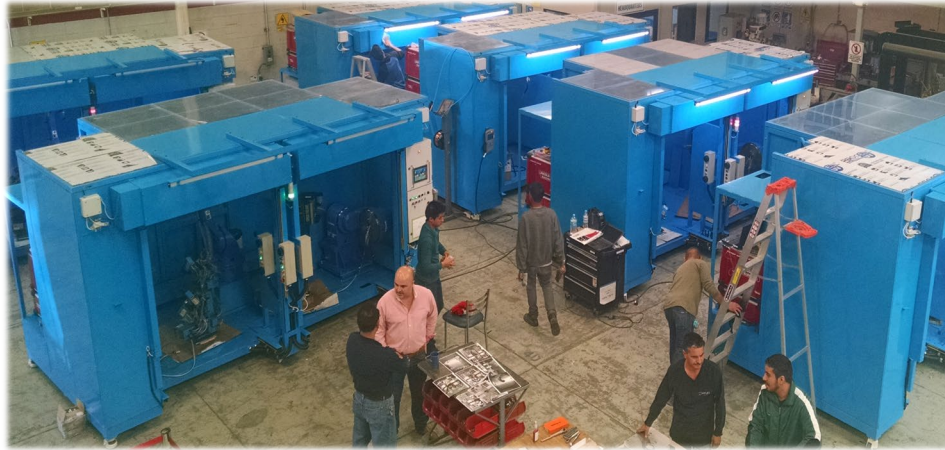
- Assembly
- Welding fixtures integration
- PLC / HMI / MES programming



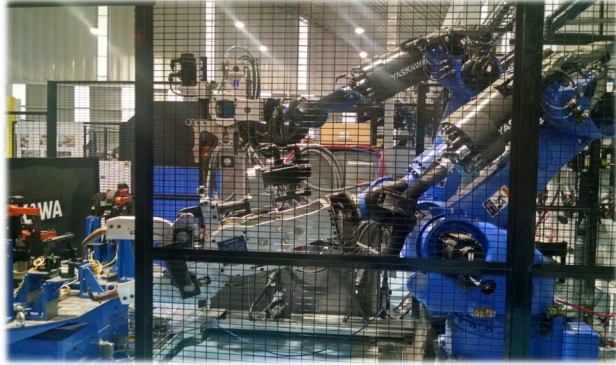
CELL INTEGRATIONS WITH CUSTOMER SPECS.

Special AWC500 cells:

- Customized Color.
- Electrical and Control engineering can be customized.
- Tooling can be included.



SPOT WELDING ASSEMBLY



YASKAWA

Q&A



Thanks for your attention