

School device repair firm discovers 10x faster laser-etching system through HowToRobot

Lexicon Tech Solutions, a U.S.-based provider of laptop repair and deployment services for K–12 schools, wanted to increase throughput without adding more hands.

Through HowToRobot's platform and supplier network, the company discovered and financed a breakthrough laser-etching system that made its old process obsolete - giving Lexicon a clear speed advantage over competitors still using older equipment.



Lexicon leveraged HowToRobot's platform to find and fund a new laser-etching system, gaining a speed edge over competitors

3-4

operators freed

10x

faster solution



payments begin
after installation



"We'd been doing it the same way for ten years. HowToRobot connected us with people who thought differently - and helped us find a solution that we wouldn't have found on our own."

David Word, COO
Lexicon Tech Solutions

Challenge

- Manual laser-etching created a bottleneck of up to two minutes per device.
- Seasonal peaks required 30–80 temporary workers each summer.
- Limited insight into new technologies or automation options.
- Needed to expand capacity without large upfront costs.

Solution

- HowToRobot expert visited the site and helped define what was feasible to automate.
- Project shared with vetted suppliers through the HowToRobot platform; four proposals received.
- One supplier introduced a high-speed etching system reducing time from two minutes to ten seconds.
- Financing arranged through HowToRobot's partner, allowing payments to start after installation.

Value Delivered

- Discovered a solution they wouldn't have found alone.
- Accelerated sourcing from months to weeks.
- Increased throughput tenfold while reducing reliance on seasonal labor.
- Gained confidence to move forward through impartial guidance and flexible financing.

HowToRobot

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