

A close-up, high-angle photograph of two Universal Robots robotic joints. The joints are primarily grey with light blue accents. The lighting is dramatic, highlighting the metallic textures and the precision of the mechanical components. The background is dark, making the robot parts stand out.

# UNIVERSAL ROBOTS

Fortalecendo a entrega de valor agregado à indústria através de um Ecossistema de auto nível.

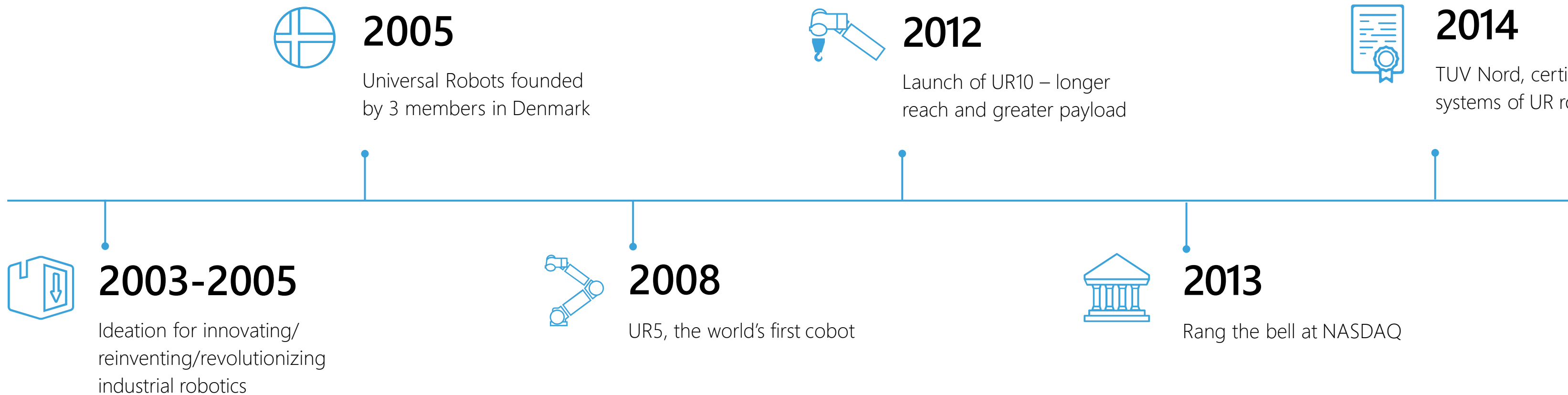




+60.000 COBOTS  
INSTALADOS MUNDIALMENTE

# DA IDÉIA ATÉ A COMPANHIA GLOBAL PIONEIRA

em robótica colaborativa



# DA IDÉIA ATÉ A COMPANHIA GLOBAL PIONEIRA

em robótica colaborativa

UR10 – longer  
greater payload



**2014**

TUV Nord, certifies the safety systems of UR robots



**2015**

Universal Robots was acquired by Teradyne for \$285M



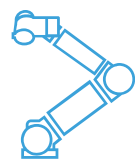
**2017**

Launch of Universal Academy



**2013**

Rang the bell at NASDAQ



**2015**

Launch of UR3, world's first table top cobot



**2016**

Launch of Universal Robots+  
ISO/TS 15066:2016 published guidelines for cobots

# DA IDÉIA ATÉ A COMPANHIA GLOBAL PIONEIRA

em robótica colaborativa



**2017**

Launch of Universal Robots Academy



**2018**

Mr. Esben Hallundbæk Østergaard wins The Joseph F. Engelberger Award – the “Nobel Prize of Robotics”

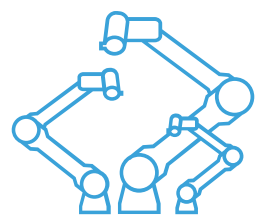


**2019**

Launch of UR16e - Heavy-Duty Payload Cobot

**2016**

Launch of Universal Robots+  
ISO/TS 15066:2016 published  
guidelines for cobots



**2018**

Launch of e-Series  
at Automatica



**2019**

39.000 cobots sold

20

Países

29

Escritórios

1000

Funcionários

40+

Nacionalidades

50%

Market share\*

65

Patentes

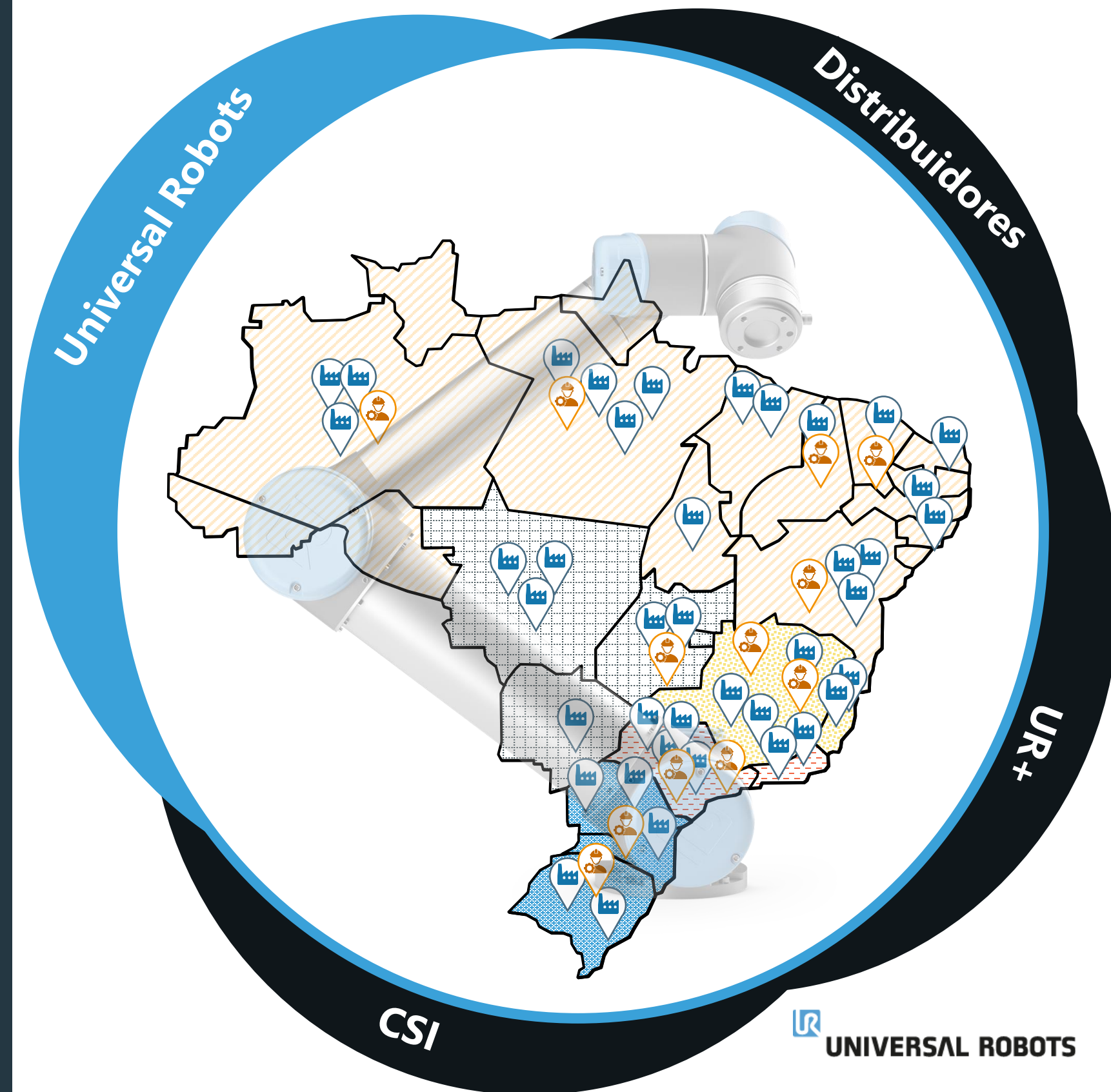
# COLABORAÇÃO HUMANO-ROBÔ É 85% MAIS PRODUTIVA

que humanos ou robôs sozinhos

*Fonte: MIT research data on Financial Times article "Meet the cobots: humans and robots together on the factory floor" on 5th May 2016*



# Universal Robots – Nosso Ecossistema



# Cobot

REPETIR E EXECUTAR

# VS

# Humano

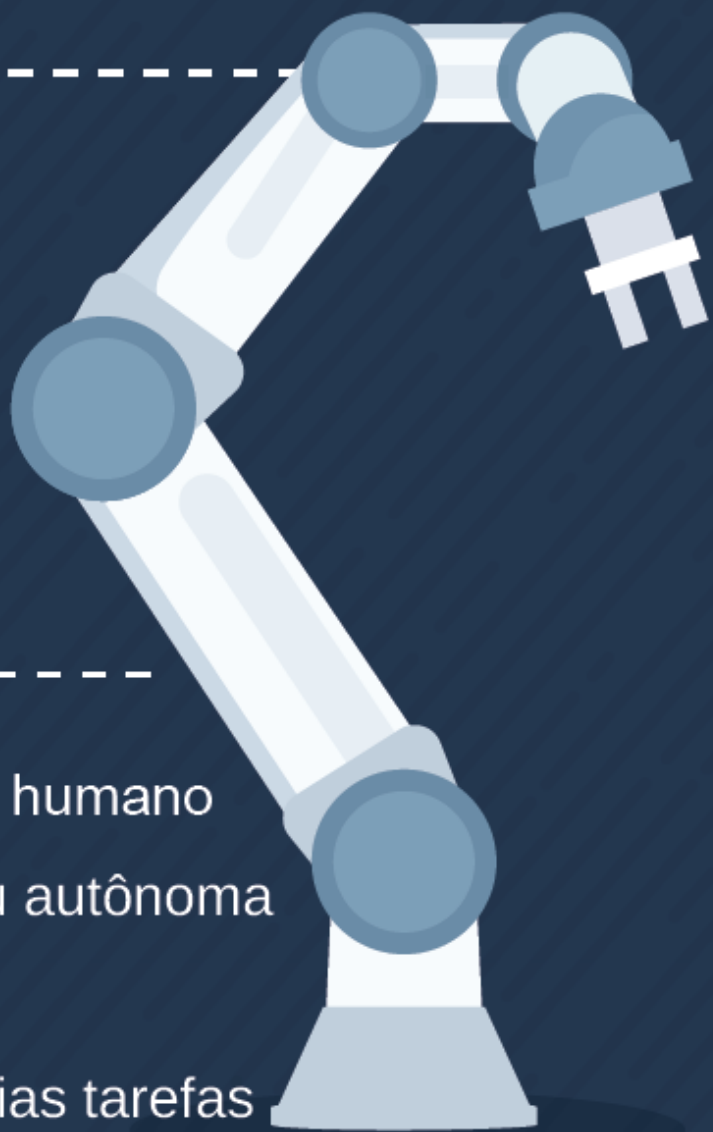
PENSAR E GERENCIAR

## TAREFAS PARA OS COBOTS

- ⚙️ Repetitivas
- ⚙️ Monótonas
- ⚙️ Perigosas
- ⚙️ Insalubres

## COBOTS PODEM:

- ⚙️ Aumentar empoderamento humano
- ⚙️ Ser máquina fixa, móvel ou autônoma
- ⚙️ Ser flexível
- ⚙️ Ser customizados para várias tarefas



## HABILIDADES HUMANA

- 🧠 Destreza
- 🧠 Criatividade
- 🧠 Raciocínio
- 🧠 Pensamento Crítico

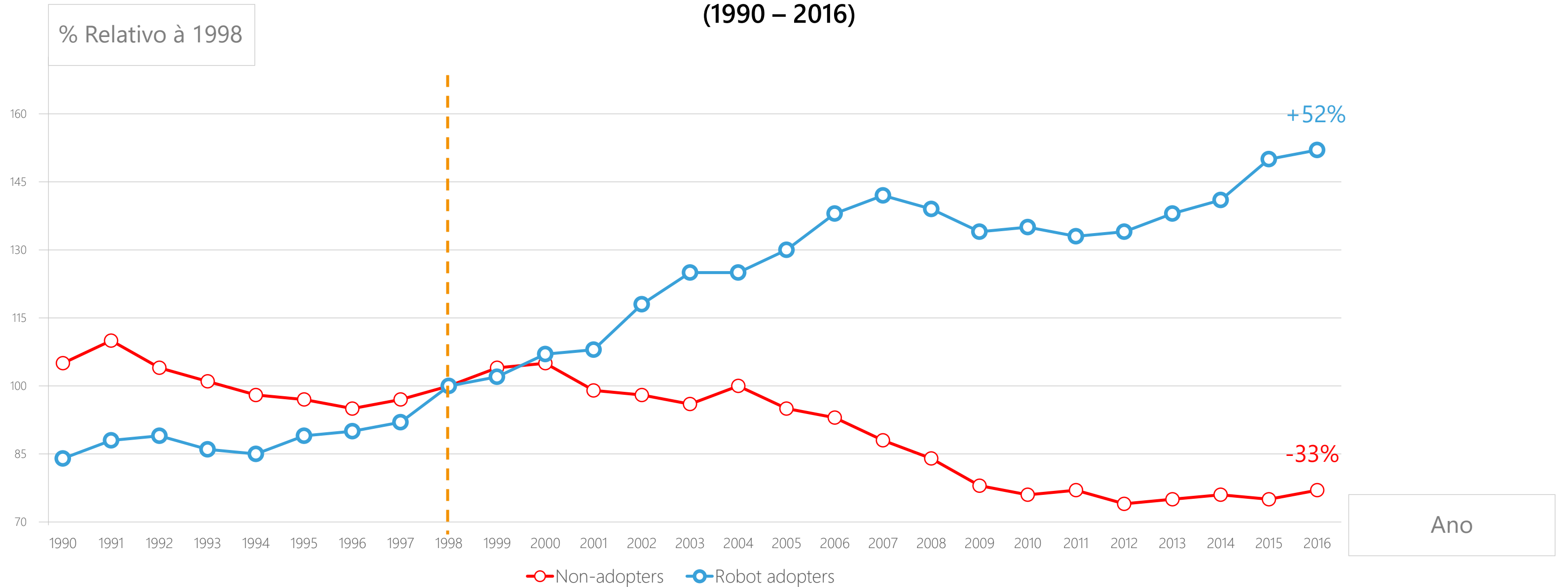
## HUMANOS PODEM:

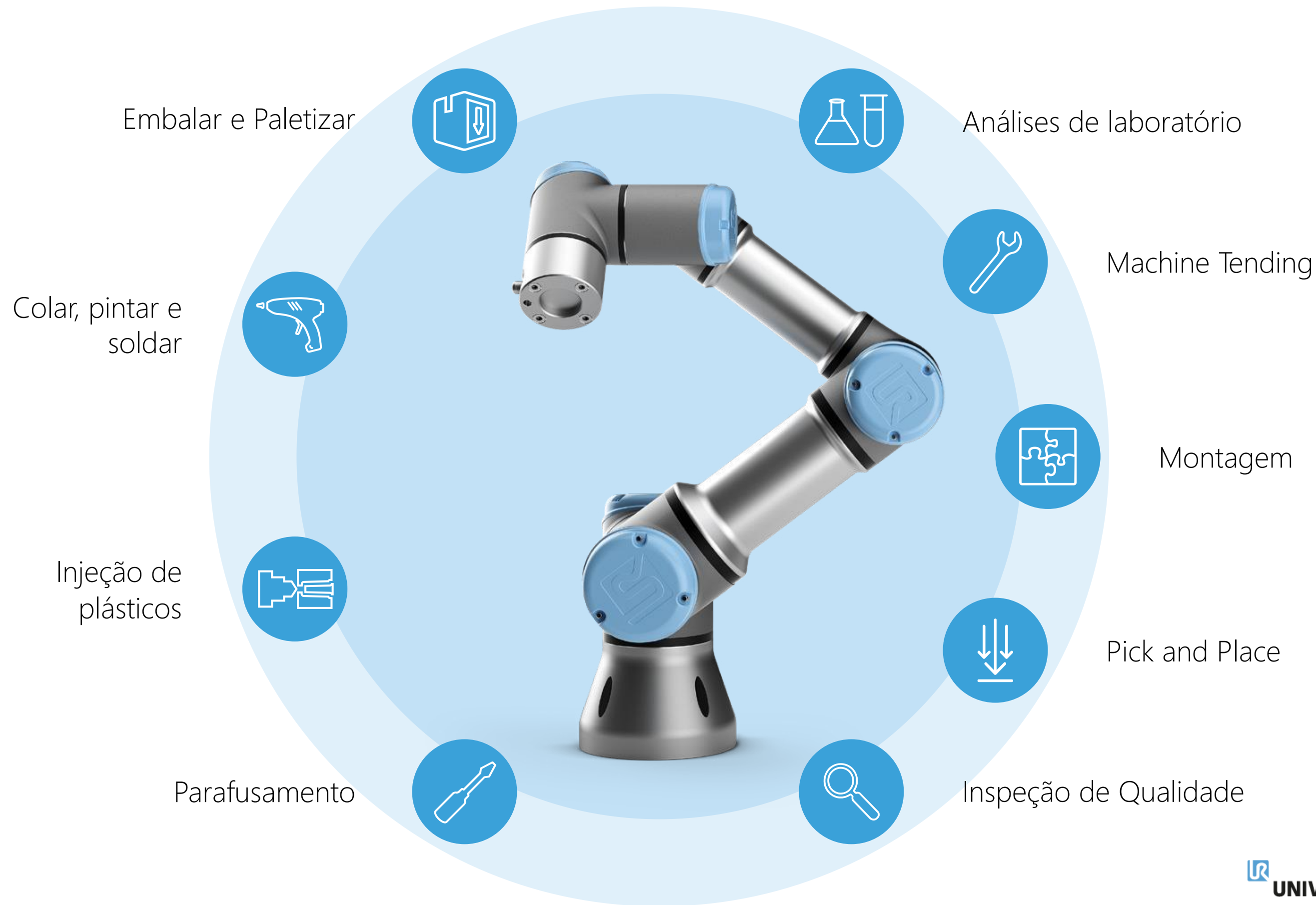
- 🧠 Gerenciar tarefas dos Cobots
- 🧠 Garantir ambiente seguro
- 🧠 Treinar, definir e operar



# EFEITOS DA AUTOMAÇÃO

ESEE (Encuesta Sobre Estrategias Empresariales) – 1.900 indústrias na Espanha  
(1990 – 2016)





# SÉRIE DE WEBINARS SOBRE ROBÓTICA COLABORATIVA



**1) ANÁLISE FINANCEIRA: CRITÉRIOS DE INVESTIMENTOS EM ROBÓTICA COLABORATIVA E MANOBRAS DE FINANCIAMENTO DISPONÍVEIS**



**2) SEGURANÇA COM COBOTS E NR-12**



**3) DESENVOLVIMENTO DE APLICAÇÕES COM COBOTS - PARAFUSAMENTO**



**4) DESENVOLVIMENTO DE APLICAÇÕES COM COBOTS – EMPACOTAMENTO E PALETIZAÇÃO**



**5) DESENVOLVIMENTO DE APLICAÇÕES COM COBOTS – ALIMENTAÇÃO DE MÁQUINA**

<https://br.videos.universal-robots.com/webinars>



# CONHEÇA A FAMÍLIA DA Série E

## UR10e

Automatize tarefas até: 12,5 kg  
Raio de trabalho: 1300 mm

*(Para tarefas em grandes áreas)*



## UR16e

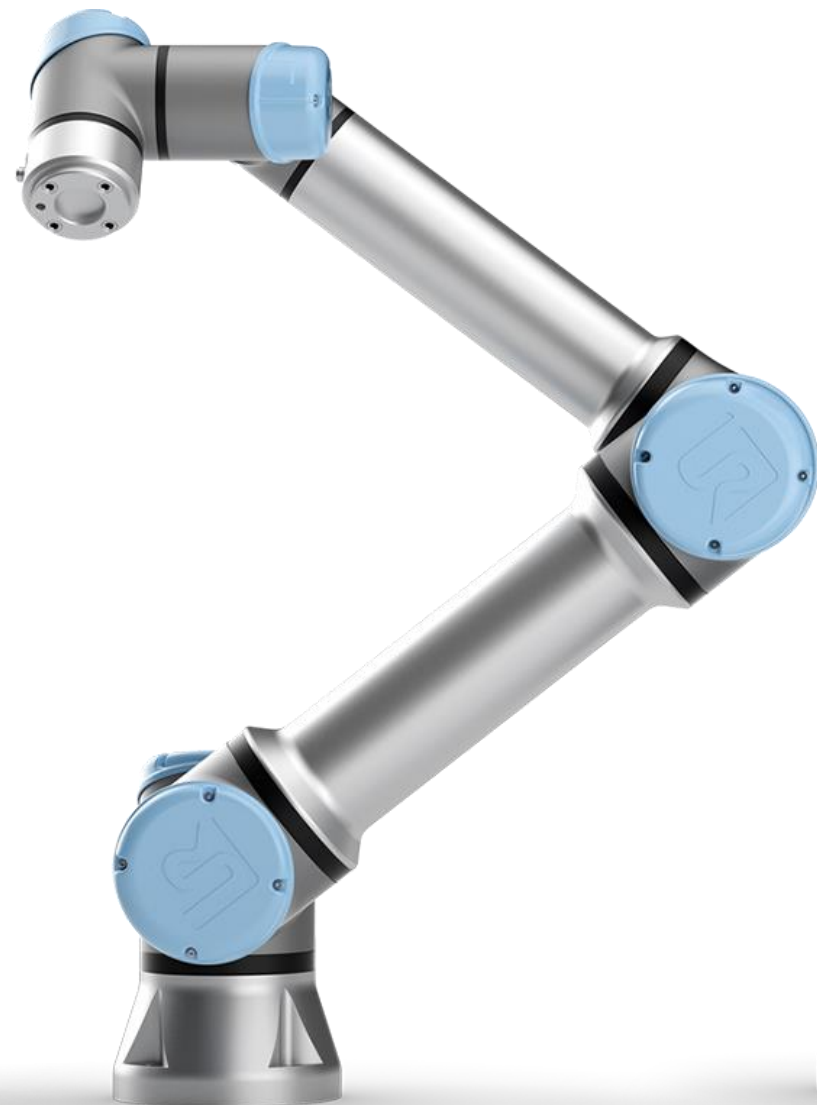
Automatize tarefas até: 16 kg  
Raio de trabalho: 900 mm

*(projetado para aplicações pesadas)*



## UR5e

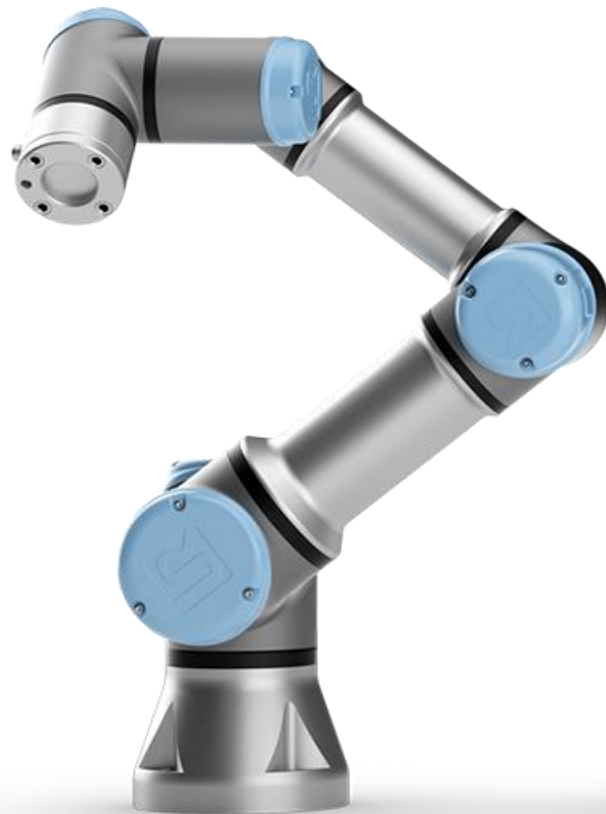
Automatize tarefas até: 5 kg  
Raio de trabalho: 850 mm

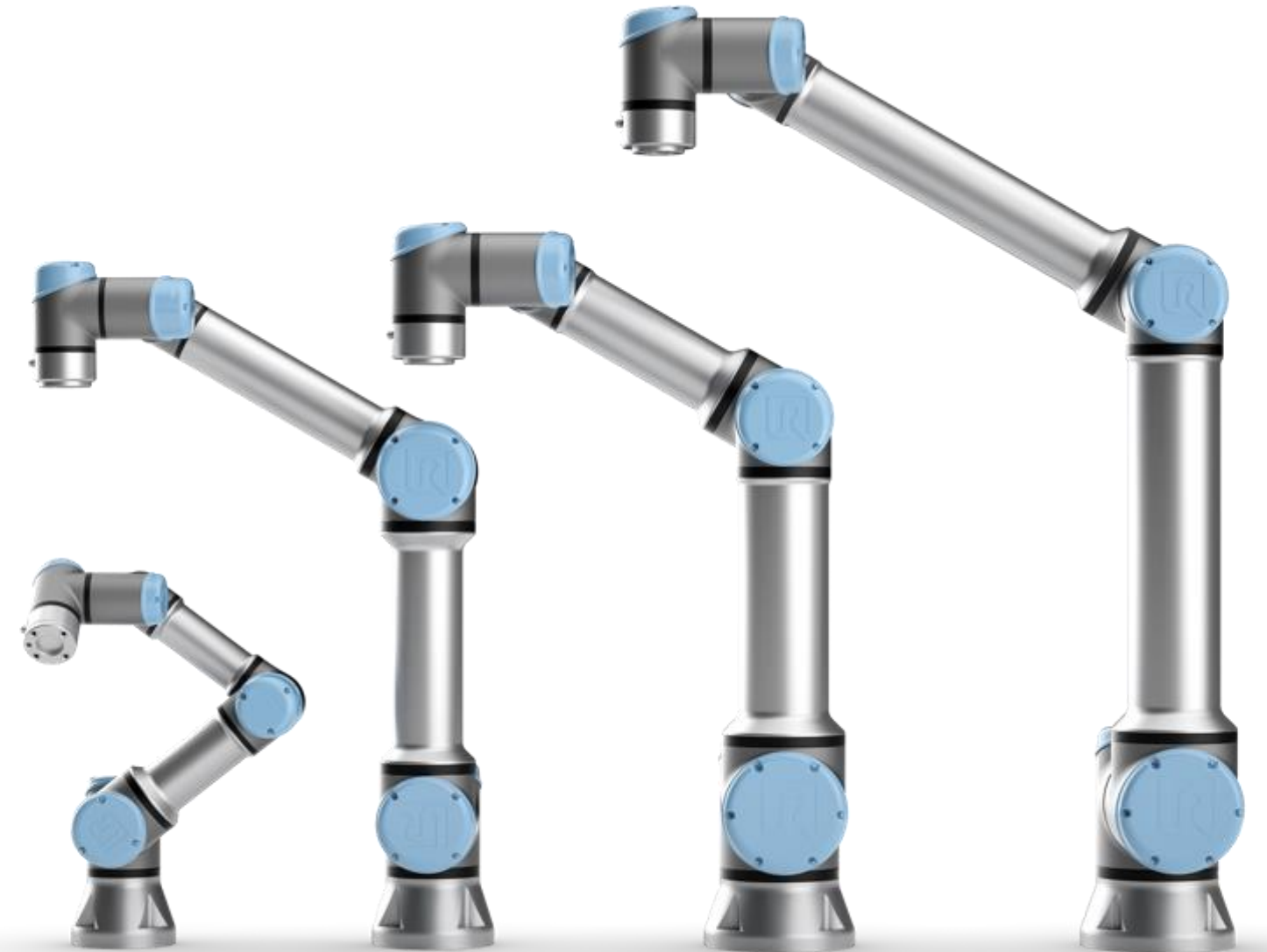


## UR3e

Automatize tarefas até: 3 kg  
Raio de trabalho: 500 mm

*(Melhor implantado em espaços apertados ou em tampos de mesa)*





# Robô Colaborativo UR – Uma ferramenta dentro da produção

**Flexível**



**Segurança**



**Compacto**



**Baixa Complexidade**





# Robô Colaborativo UR – Uma ferramenta dentro da produção

**Flexível**



**Segurança**



**Compacto**



**Baixa Complexidade**



Captain-Slow.dk

ROBÔS TRADICIONAIS  
+3.000.000

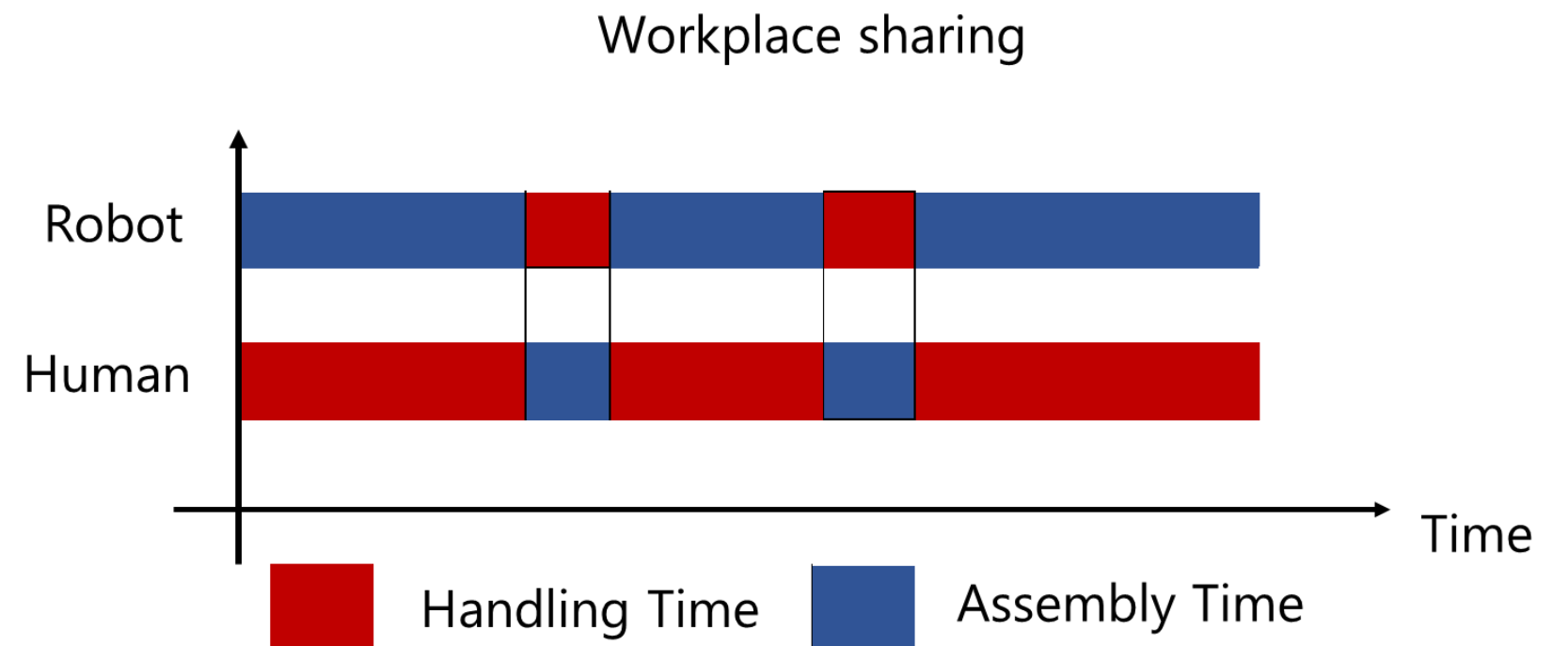
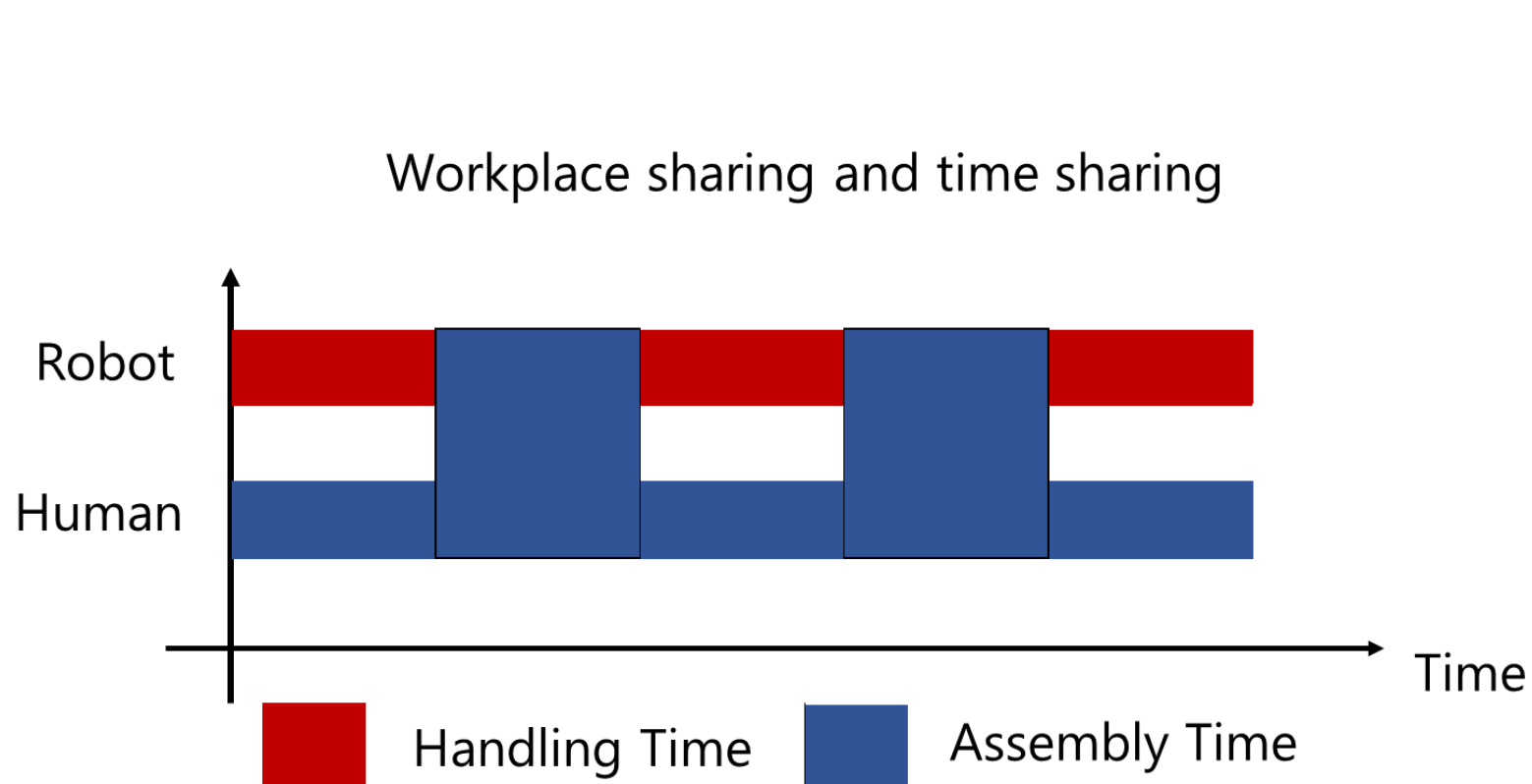
COBOTS  
+50.000 UR + 50.000

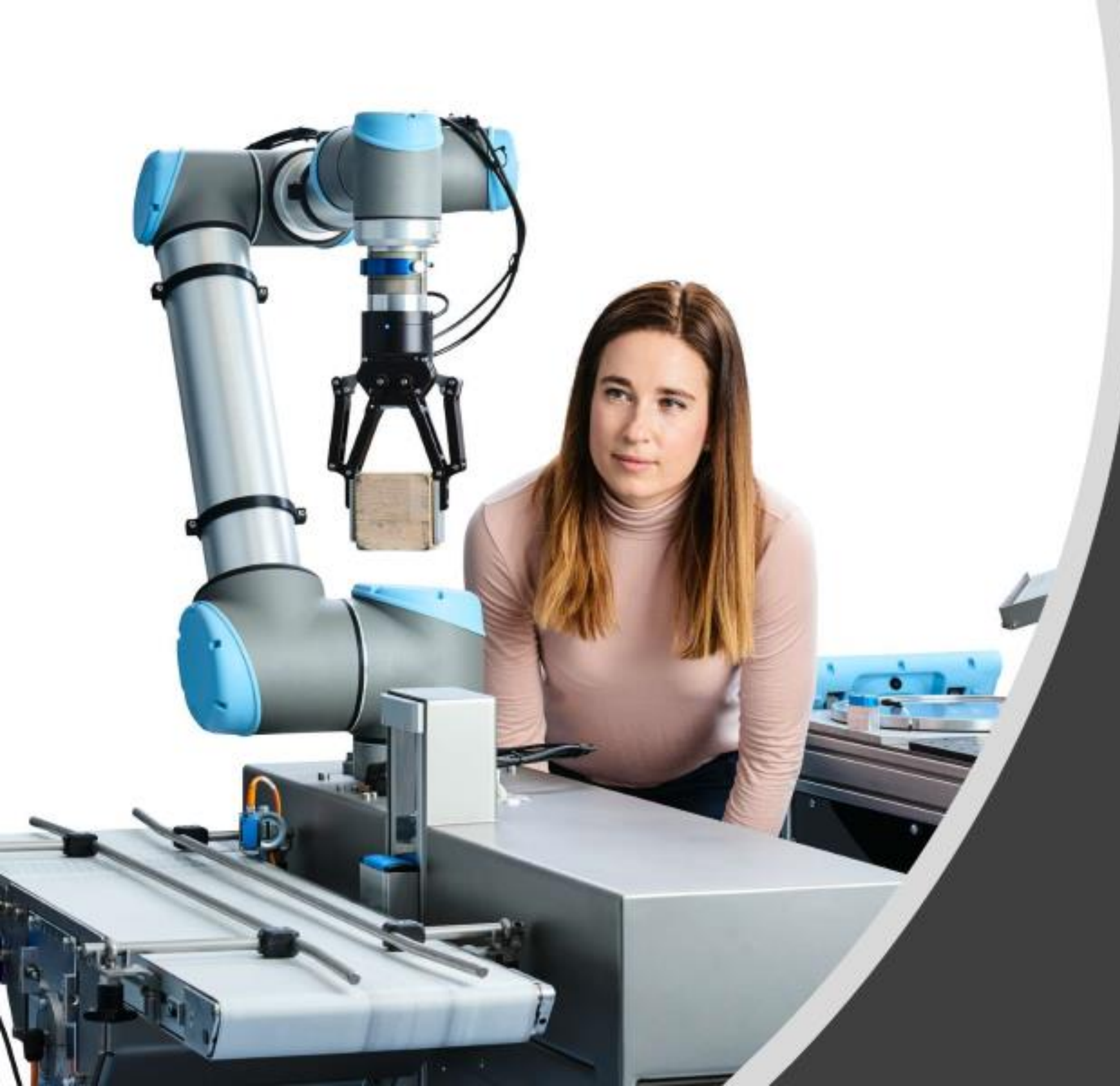


Flexibilidade

# HOMEM E ROBÔ EM COLABORAÇÃO

Fonte: Cooperation of human and machines in assembly lines (J.Krüger, .K.Lien, A.Verl)





# Packaging

# TOP APPLICATIONS • EMPACOTAMENTO | Encaixotamento



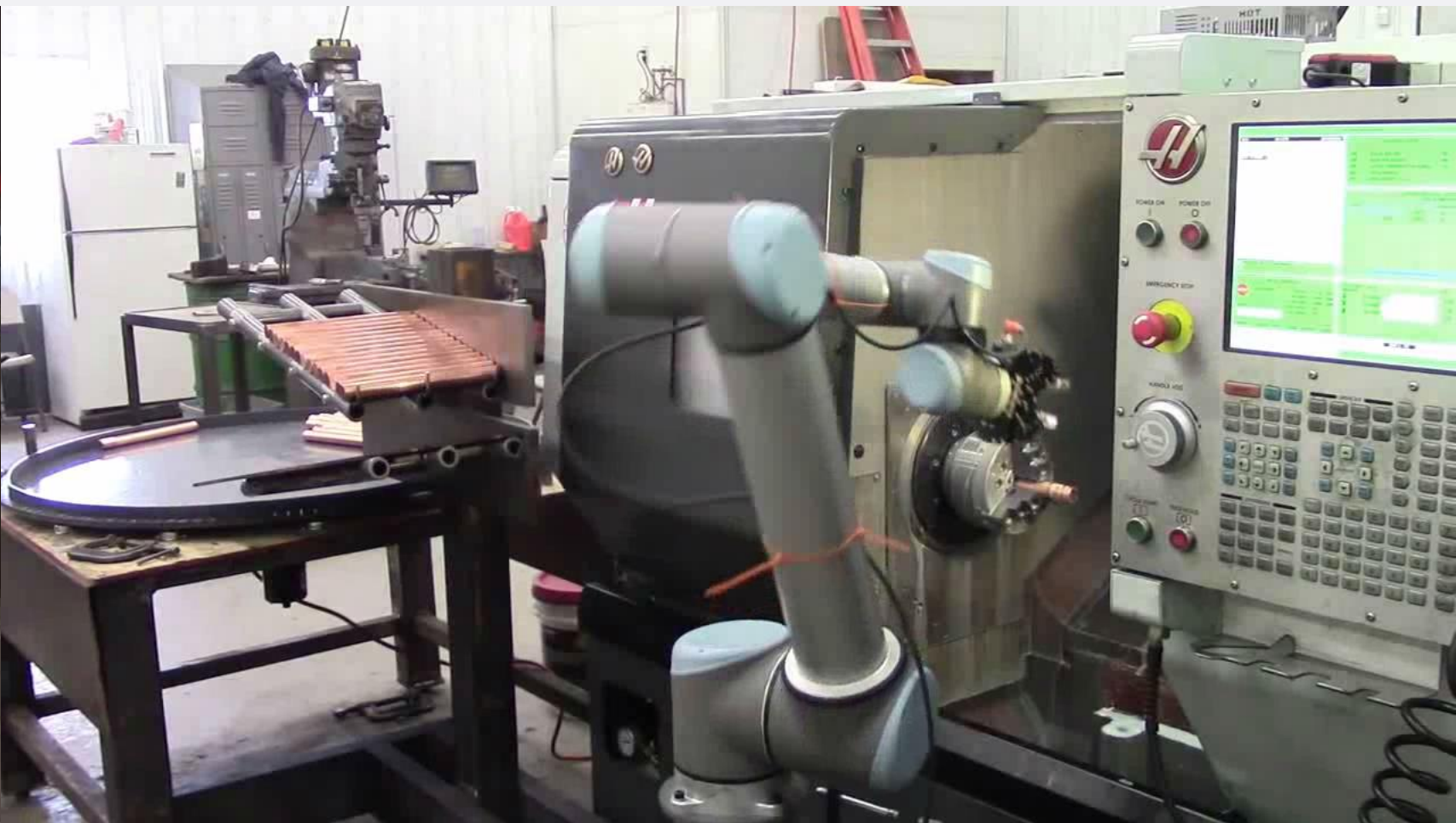
# TOP APPLICATIONS • EMPACOTAMENTO | Paletização



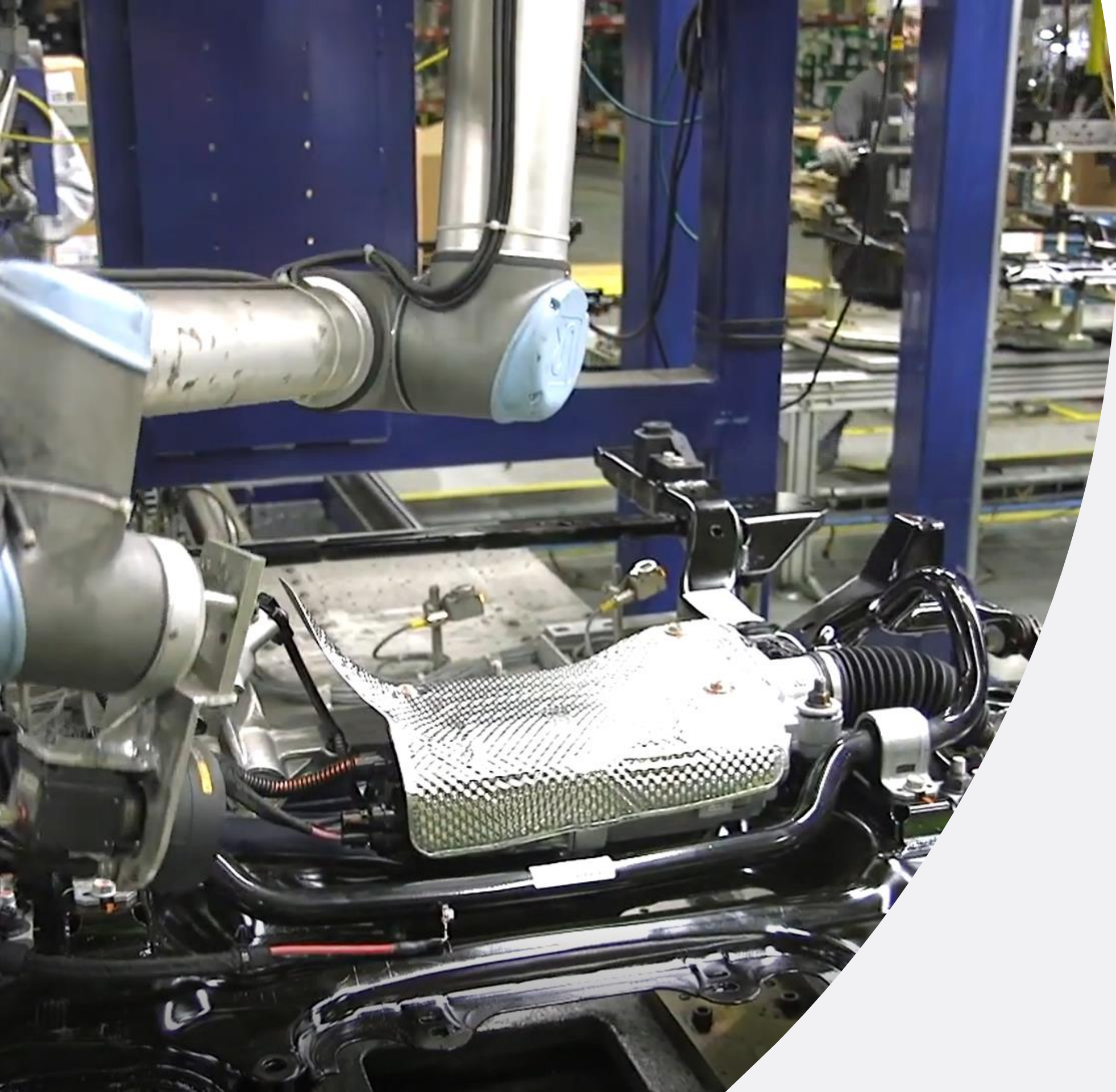


# Machine Tending

# TOP APPLICATIONS • Alimentação de Máquina

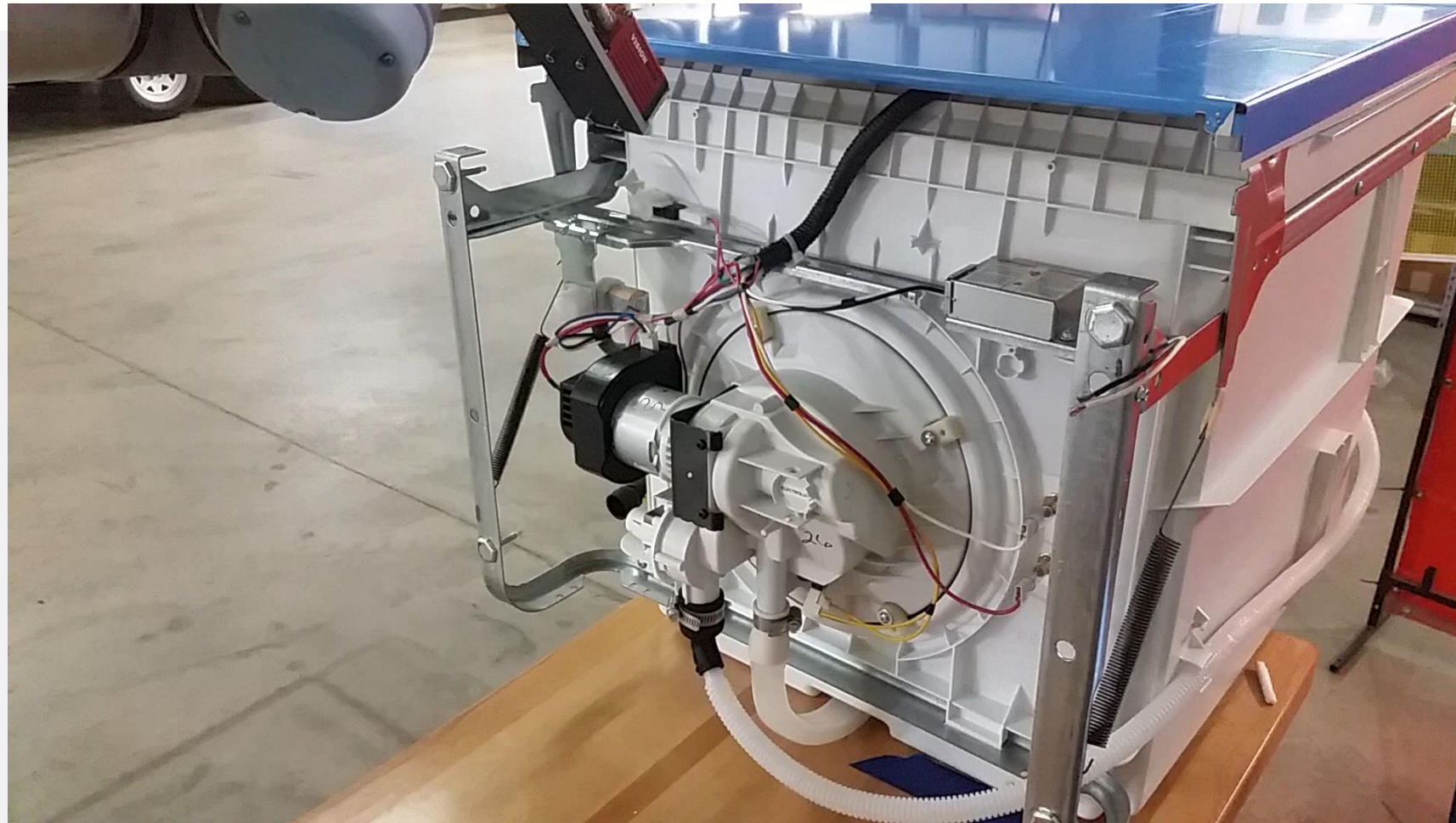




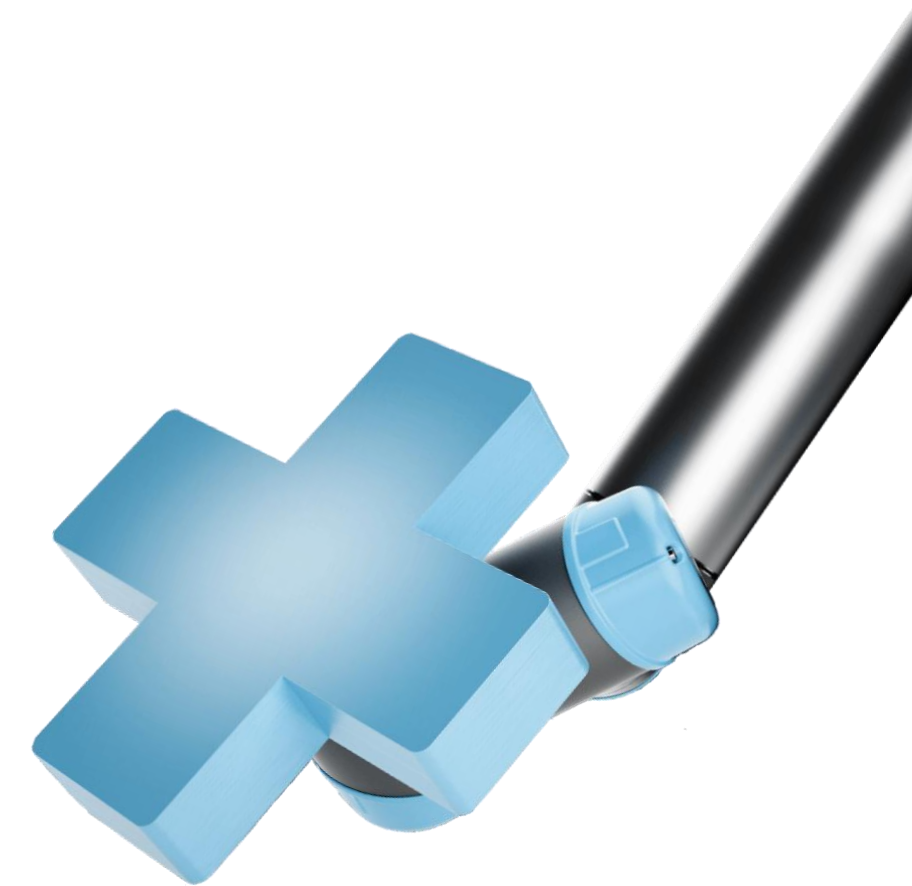
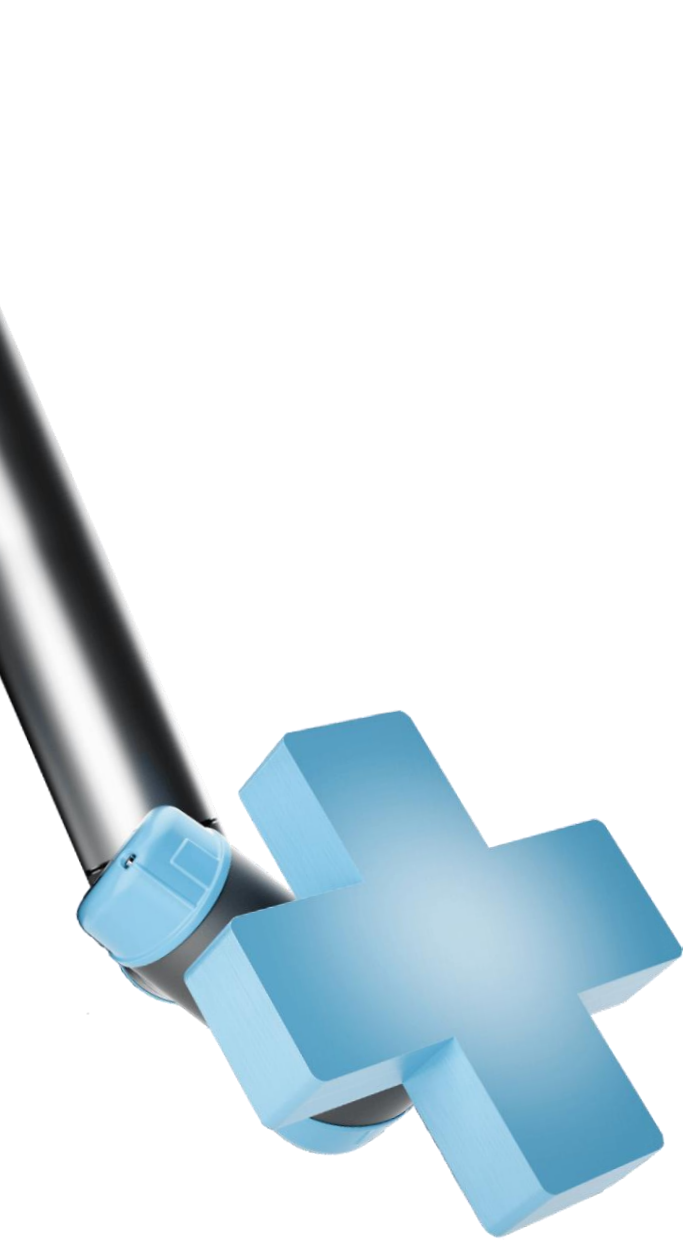


# Quality Inspection

# APLICAÇÕES FAMOSAS • INSPEÇÃO



# PLUG AND PRODUCE







# Service Offerings

# Service Offerings

<b>UR INSIGHT</b>	<ul style="list-style-type: none"> <li>✓ myUR Monitoring dashboard</li> <li>✓ Notifications</li> <li>✓ Log extract and Report</li> </ul>	<b>UR Warranty Extension</b>	<ul style="list-style-type: none"> <li>✓ 12 months extended warranty</li> </ul>	<b>UR PERFORMANCE</b>	<ul style="list-style-type: none"> <li>✓ Annual cobot performance check by UR experts</li> <li>✓ Total 30 months warranty from robot invoice date</li> </ul>
<b>UR CARE</b>	<ul style="list-style-type: none"> <li>✓ Customer Success Manager (<i>only in selected regions</i>)</li> <li>✓ UR Academy e-Learning</li> <li>✓ Ticket Management via myUR</li> </ul>				<p style="text-align: center;"><b>INCLUDED</b> With all cobots</p>



# UR CARE

Experience a **successful deployment**, an easy-to-use support portal, and e-Learning to keep your business on track. UR CARE is included with every cobot purchase.

A woman with blonde hair, wearing a black and white patterned top, is smiling and looking at a tablet held by a man in a blue shirt. They are in a factory setting with a robotic arm visible in the background. Three blue circular bubbles with white text are floating in the background: 'EASY TO LEARN', 'COLLABORATIVE', and 'FAST SETUP'.

# Our expertise, your success. Guaranteed.

## **Ticket Management via myUR**

The myUR Ticket Management system provides an interface to submit, review and track support tickets.

## **Customer Success Management**

Customer Success Managers are available to answer any questions and offer assistance.

## **Robust Training with UR Academy**

Online training modules leverage interactive simulations to help you learn and understand core concepts, terminology and programming commands.





# UR INSIGHT

Achieve **greater understanding and knowledge** by collecting and **analyzing data** from your cobot.

# Connect, understand and evaluate.

## myUR Monitoring Dashboard

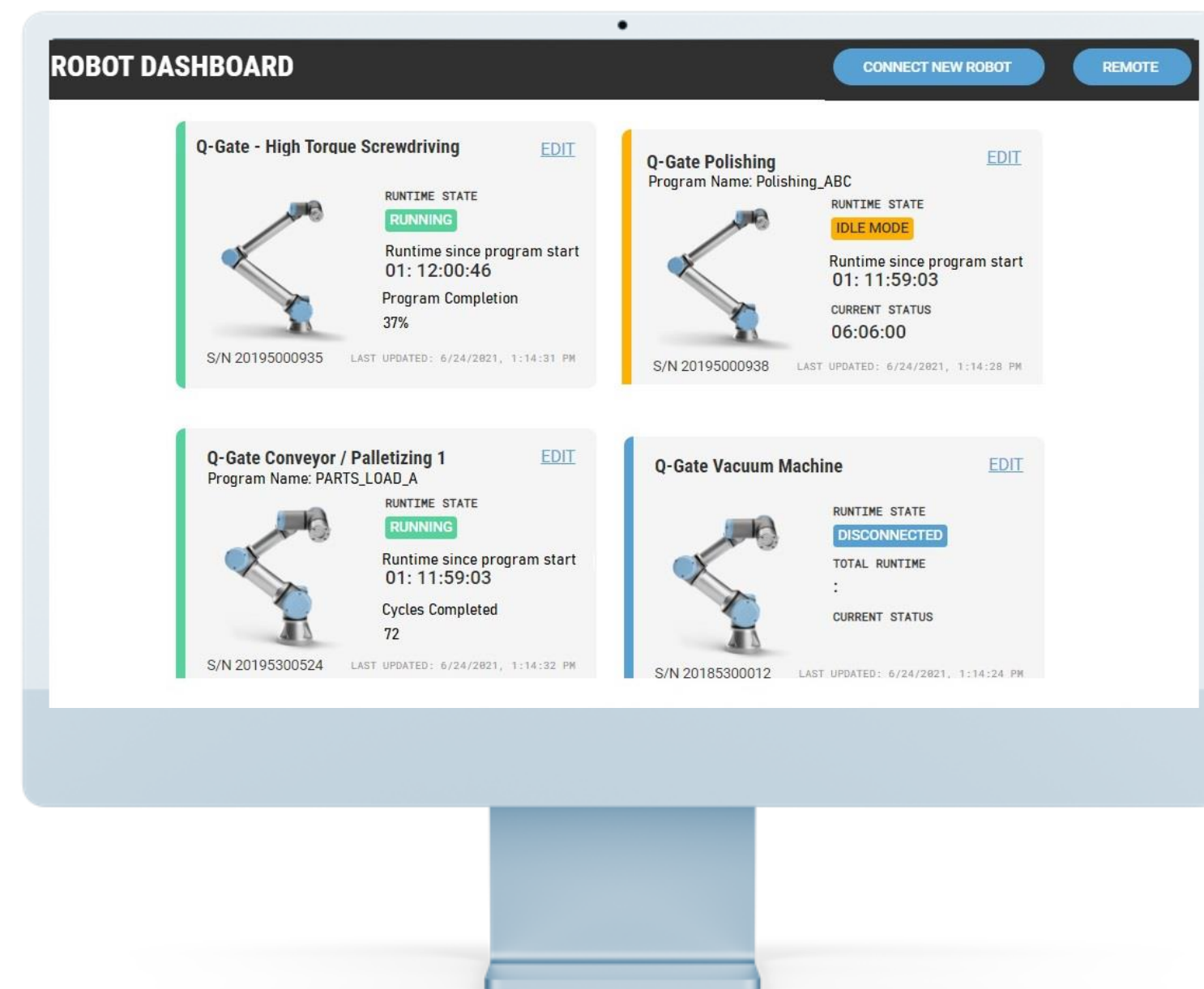
Track cycle times and cycle counts in real time from a smart device. Monitor multiple robot workcells on one dashboard and access the dashboard from any networked computer.

## Notifications

Receive notification for robot stops, alarms and application specific events while at the office or on the road.

## Log Reports

Diagnose production inefficiencies and gain a deeper understanding about your productivity through exportable/downloadable log reports.





# UR Warranty Extension

Have **peace in mind** knowing you are covered under warranty.



# UR PERFORMANCE

Leverage **cobot expertise**, personalized consultation, and data to **optimize configurations and productivity**.

Have **peace in mind** knowing you are **covered under warranty** in 30 months from robot invoice date.

# Optimized performance, expert guidance.

## Annual Cobot Performance Check

### Practical Recommendations

Brings UR expertise to your unique cobot deployment. Produces clear and actionable recommendations.

### Evaluation without Disruption

UR performs the annual performance check remotely and seamlessly, evaluating the program without disruption to operations.

### Optimized Performance and ROI

Taking action and making adjustments based on consultative performance check will prolong the cobot lifespan and improve uptime.



**Muito obrigado!**

**Gustavo Tozzo**

**Sales & Channel Manager**

**[gto@universal-robots.com](mailto:gto@universal-robots.com)**

**+55 19 9983-24035**

