

A Better Way to Pay & Start Fast with Robotic Sorting Systems

Robots-as-a-Service (RaaS) offers
shippers access to parcel sorting robots
— without the capital expense

THE GOAL

Upgrade your parcel sorting system without a giant up-front cost



Parcel sortation companies are familiar with the conundrum in that you need the best shipping equipment to make money. However, the best equipment comes at a higher cost.

Top-of-the-line robotic parcel sortation systems usually require an enormous up-front spend – a financial challenge even in the most stable economy. Such capital expenditures often require a lengthy internal approval process. Purchasing equipment also results in being locked into that system for the foreseeable future – even if technology advances and changing business needs leave the system obsolete. As shipping volume increases exponentially, you need to maintain the ability to scale quickly.

What if there was a way to pay as you go, avoiding the headaches of securing a CapEx approval and waiting years to see ROI? In addition, what if you could upgrade your shipping equipment along the way without increasing costs, allowing you to scale up without starting over?

Enter Robots-as-a-Service

2~4

Years are typically needed to produce ROI from a sorting system capital expenditure

>100%

Increase in global parcel shipping volume by 2026¹



“The RaaS model is now reducing barriers to entry for new supply chain brands to take advantage of automation.”

Sandra Kaz
VP of Finance at Ambi Robo

¹<https://www.pitneybowes.com/us/shipping-index.html>

THE WORKAROUND

Pay-as-you-go with Robots-as-a-Service (RaaS)



RaaS offers more than just a powerful hardware solution; it's a fully inclusive service solution. RaaS enables easy access to usually capital-intensive technology and eliminates the cost of buying expensive components and undergoing upgrade-related downtime. With a monthly subscription model, you experience a consistent and reliable price of throughput.

It's an investment without the intense upfront expense that comes with the assurance of a multi-year agreement for solutions that can grow with your business without purchasing new systems. It's scalable and enables you to keep up with – and stay ahead of– your competition.

With RaaS, you can:



Focus on your core business. You don't need an engineering team to build and manage these systems.



Gain faster approval as a multi-year operating expense instead of an up-front capital expense.



Avoid surprise expenses. You can rely on a monthly cost that's locked in and quickly realize your ROI.



Retain leverage with vendors who don't disappear after the sale. RaaS providers are responsible for maintaining throughput service – not just machines – for shippers.



Free up cash by avoiding a capital outlay. You can spend money on building your business bow and helping it grow.



See faster ROI than with a capital expense purchase. Ambi Robotics customers see ROI from day one of deployment.



Upgrade to next-gen products as your operations evolve.

75%

of large enterprises will adopt some form of intralogistics smart robots in their warehouses by 2026²



²<https://www.gartner.com/smarterwithgartner/gartner-predicts-the-future-of-supply-chain-technology>

ROBOTS-AS-A-SERVICE

Get advanced parcel sorting robots affordably with Ambi Robotics



Ambi Robotics is pioneering RaaS, and it perfectly fits our purpose. We provide supply chain solutions that combine adaptable AI and robotic dexterity to support the world’s most dependable enterprises. Today, our advanced AI-powered robotic sorting systems like our AmbiSort robot arm and AmbiOS proprietary simulation-to-reality technology are already helping shippers scale, grow, and deliver optimal outcomes by:



Empowering autonomous operations on day one thanks to our advanced simulation training that closes the simulation-to-reality (Sim2Real) gap.



Allowing humans to focus on exciting & engaging work, not on repetitive, fatigue-inducing tasks.



Enabling change for good. Our industry experts help you rethink processes and redesign what you do around automation tech.

Let’s Talk RaaS

Making technology accessible is what’s behind Ambi’s RaaS model. And that support our vision of a future where robots work hard so humans can work smart. Our RaaS model is just one more way we enable that.



Let’s Connect