

Ori-Collector in USA

Field Service Advisory Committee Meeting

Tuesday, March 5, 2019

San Diego CA



Technology

Decomplexify

It's a great concept communicated in a single, gangly word!

*And in our business world, what doesn't need some
decomplexifying?*

Cost o vation

- / innovation that gives your customers exactly what they want-and nothing more /
- Cost-cutting and innovation often end up on opposite ends of the corporate seesaw; when one goes up, the other goes down. But it doesn't have to be that way.
- Costovation is a type of innovation that wows while significantly compressing

Ori-Collector Update

Meeting held with **Conseil Élevage** and **NDHIA** the last week of August to cover the issues

- Have a parts list and pricing grid (make available on web) – still waiting and how long is turnaround?
 - Proposed agreement raised number of units for discount to 20 from 15 and discount % is less but tiered levels
 - Sayca SL in Spain produces maximum of 60 units per month as orders and deposits are received
 - Working on a set number of units per year (delivered by quarter) with discount applied on basis of 20 per order (4x year – commitment)
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- Establish pricing and collecting firm orders and preparing to carry an “Inventory”

Ori-Collector Update

- Have some parts kits – individual parts are not specifically or individually priced in all cases
- Continue on working to have better turn around and communications with **Conseil Élevage** (France-marketing) and **Sayca SL** (Spain-manufacturer)

Need to asses the market

One Ori to every three robot stalls

ORI-COLLECTOR®



Standard Version

Lely A3, A3next, A4

Fullwood : Merlin

BoumaticRobotics: Mrs1, Mrd1

SAC: FuturLine



Kit DeLaval



DeLaval VMS
Under Delpro 4.00
Without HN



Kit GEA



GEA MIOne