Calling for an AGV quote?

What do you need to supply?

One of the things Automated Guided Vehicle (AGV) suppliers get is “how much does an AGV cost?” The simple answer is $10,000 to $1 million or more. Obviously, this does not help the potential buyer. There are some standard vehicles that a supplier can give you a “vehicle” cost, but this should not be used as a total system cost, which includes batteries, chargers, installation, project management, etc.

In order to get a more realistic number, the supplier would need more information. Depending on what stage the project is in will determine the level of information needed to get these numbers. A firm funded project would need a good deal of information, documentation, paperwork, etc. to ascertain a firm number. If the buyer is looking for a rough budgetary figure for feasibility purposes, then much less information will be needed, but the quoted amount will have much more variance.

So what information is needed, on the basic level? Here are some basic questions or information that may need to be supplied:

- Is this a funded project, or are you looking for budgetary pricing?
- What is the timeline for this project (when would you need delivery and install of the vehicles)?
- Do you have any throughput data and if possible an AutoCAD drawing (preferred)?
- How many shifts a day do you run? Length of shifts? Days per week that the Automated Guided Vehicles would run?
- Approximately how many pick/drop stations are there?
- List all pick and drop moves using maximum throughput in terms of trips per hour.
- What are the dimensions of the load?
- What is the max weight of the load?
- How will the Automated Guided Vehicle interface with the load (i.e. via conveyor, crane, pick up from the ground, etc.)?
- Any preferences on navigation technology (i.e. laser, magnetic tape, magnetic puck/inertial, feature, etc.)?
- How would the vehicles be called to pick up/drop off (your WMS/MES system, push button, etc.)?
- Are there doors that we need to control or go through to get to the other “rooms”? If so, what is its height?
- Is there any other periphery equipment that the AGV would need to interact with?
- Any other pertinent information that you can provide will also help (ambient conditions, slope/ramps, condition of floor, height limitations, etc.)

Not all of these questions need to be answered, but the more that can be, the smaller the variance in pricing. There may also be some follow-up questions after this, based on the answers provided, to get a better understanding of what the buyer’s project would entail.

For more information you can contact us here.