



# Application Area Assessment for Service Robots

Case Study

# Application Area Assessment for Service Robots

<b>Client</b>	One of the leading utility companies in Europe
<b>Industry</b>	Power utility
<b>Products</b>	Services for natural gas, electricity, and energy services

## Context

- The client wanted to analyze the application landscape for service robots and explore opportunities and service models in B2B segments for in-house deployment of solutions.

## Key Business Questions

- What are the robotic solutions and use cases available for application in power and commercial buildings space?
- How is the market for service robots in B2B segments expected to evolve over the next five years?

## Engagement Scope

**1**

**Technology Landscape**

- Identification of application areas for robotic solutions:
  - Solar and wind farms
  - Power plants (nuclear and thermal)
  - Oil and gas
  - Commercial: offices, airports, shopping malls, and warehouses
- Identification of use cases for the application of robotics for the sectors in focus

**2**

**Product Landscape**

- Identification of players offering robotic solutions, pricing details, and key strengths and weaknesses
- Mapping of product features such as dimensions, payload carrying capacity, and speed of performance
- Analysis and impact of regulatory policies on the use of robots and drones in the US, Australia, and Europe
- Identification of partnerships between power utilities and robotic solution providers

**3**

**Key Findings and Conclusion**

- Mapping of application areas and use cases for robots across multiple sectors
- Cost benefit analysis by comparing the as-is scenario versus using a robotic solution
- Market size and forecast for service robots in B2B segments

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## Research Methodology

### Secondary Research

- Conducted desk research by analyzing company websites and product literature to identify new robotic solutions available in the market and generate key insights tailored to the study objective

### Primary Research

- Conducted telephonic discussions directly with industry experts to understand the impact of new technologies in the market

## Benefits to Client

- The client was able to gain information regarding the market outlook of service robots, key solution providers and their detailed product features, and impact of regulatory policies.
- The client was also able to explore applications of service robots, and identify as well as partner with one of the solution providers for deployment of service robots in its solar farms.

## Sample Analysis

1
Technology Landscape

2
Product Landscape

3
Key Findings and Conclusion

# Thank you

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