



**5 STEPS TO MAKE  
AUTOMATION EASY**

# AUTOMATION *ISN'T* SIMPLE

The common perception is that automation will make it easier - you can produce more, more quickly, at a cheaper rate. And this is true - automation does allow you to make more, more quickly, and for less. However, what many fail to recognize is that the path to automation is a complicated, often winding path that can leave many feeling overwhelmed.

Getting automation up and running is a complex process that is anything but easy. From designing the product to full implementation of the production line, several decisions influence the end product, and knowing the steps to take is a big factor in making the right choice. You don't want to be caught spending a significant portion of your capital budget only to then be stuck with a system that doesn't work, requires maintenance consistently, or doesn't end up achieving the results you were looking for.

To combat this complexity, we have outlined 5 steps to help you make automation for fastening easy.

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## HERE'S HOW YOU CAN MAKE AUTOMATION EASY

The biggest mistake most companies make is designing the automation process alone. You don't have to learn how to automate by yourself - reach out to automation and technical experts that have done this before that can help you make the right decisions early. Automating your fastening systems is hard. Reaching out to experts that can help you determine the right solution? That's Easy.

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### KNOW WHAT YOU NEED

Many companies will decide they want to automate and start looking for the solution without really diving into the details of what they want to make and how they want to make it. What's the ideal cycle count? What's the budget? What's the target? Have we defined the application? These are key questions that can get you started in understanding what you actually need to solve for in designing your automation. If you don't know what questions to ask, reach out to technical experts that can assist you in getting the information you need.

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### MAKE AN INITIAL PLAN

After you've gathered the information you need, it's time to define the application. Make a plan that defines the amount of product each day and provide the specs necessary to get you there (cycle time, accuracy, tolerances). If you don't set the target, how will you know which automation solution can get you there?

YOU CAN'T JUST  
DESIGN A PRODUCT -  
YOU HAVE TO DESIGN  
THE PRODUCT TO  
AUTOMATE AS WELL

### **3 VET THE VENDOR**

Several automation fastening vendors exist, but not all are created equally. It's important to vet your vendors against the plan you've created. Most companies only vet price to start with, and that can lead to a lot of extra costs down the road. Make sure that you choose a vendor that can meet spec, offer technical expertise (again, don't automate alone!) and deliver the service and quality that will last over the long-term.

### **4 PROVE THE PROCESS**

Automation isn't a plug and play game - the details matter - and finding a custom solution to your fastening and automation needs is key. Before putting the machine on the line, make sure it works. Test it, test it again, and test it again. Testing is the pathway to ensuring that once the machine is on the line, it will provide the seamless automation you were looking for.

### **5 PICK QUALITY AND SERVICE**

When it comes to automation, the upfront costs can be significant. The gains come down the line in increased production and output. However, if you don't pick a quality product or a company that can offer ongoing service, the costs can continue for years. A cheap solution on the front end will end up costing you more in the long run - every time. Pay more for quality on the front end and the long-term ROI increases. And, make sure that you find a provider that offers ongoing service so that if something does break down, you have the technical experts you need to fix the issues quickly and completely.

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## **WHAT GOOD DECISIONS NOW CAN DO FOR YOU LATER**

Automation is a long-term play - it's about increasing production and profit in the long run. That means the up-front cost can be significant. Most companies let the short-term get in the way of the long-term - buying a cheap system to save money up front. This approach leads to a reduced ROI in the long run with a loss of production time solving issues, machines breaking down (with no service or support), or inefficient production.

Overall, the best way to make automation easy is to engage a technical expert early in the process, create an informed plan, find the right vendor, and choose high quality and full service.

**WEBER** Screwdriving Systems offers first in class quality in automated fastening systems and leverages more than 60 years of knowledge in providing unparalleled service and technical expertise.

To connect with a fastening automation expert, reach out to [sales@weberusa.com](mailto:sales@weberusa.com).  
Go ahead. It's easy.