



# Application Area Assessment for Service Robots

Case Study

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

**Context**

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

**Key Business Questions**

- What are the robotic solutions and use cases in practice, especially in the power and commercial buildings space?
- How is the market for service robots in B2B segments expected to evolve over the next 5 years?

**Engagement Scope**

**1 Technology Landscape**

- Identification of application areas of robotic solutions across the following areas:
  - Solar and Wind Farms
  - Power Plants (Nuclear and Thermal)
  - Oil and Gas
  - Commercial: Offices, Airports, Shopping Malls, and Warehouses
- Identification of potential use cases for robots and their applicability in these sectors

**2 Product Landscape**

- Identification of players offering robotic solutions, along with their pricing details, key strengths, and weaknesses
- Mapping of various features of robotic solutions, which include 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 utility companies 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 vs. use of robotic solutions
- Market size and forecast for service robots in B2B segments

## Research Methodology

### Secondary Research

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

### Primary Research

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

## Benefits to Client

- The client was able to understand the following aspects related to service robots - key solution providers, including their detailed product features, market outlook, and impact of regulatory policies.
- The client was also able to explore opportunities available for use of service robots and identify as well as partner with one of the key robotic solution providers for deployment in solar farms.

## Sample Analysis

1

### Technology Landscape



2

### Product Landscape



3

### Key Findings and Conclusion



# Thank you

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