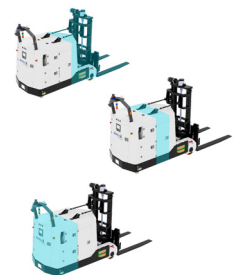
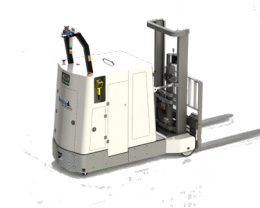


Selecting the Best Material Handling Equipment: Tailoring Solutions to Your Customers' Needs

This chart is designed to guide your sales team in identifying the most suitable material-handling equipment for each customer. By analyzing specific needs and operational requirements, you can confidently recommend the best solution for each customer.



Vehicle Type	Manual Forklift	AGV Forklift	Fully Custom eBOT AGV
Interface	Manual tasking	Interfaced Forklift/ AGV tasking	Fully integrated AGV Fleet Management
Personnel	Manual labor	Technician/ Maintenance Support	IT Specialist/Database Integration
Benefit	Easy to implement	Cost savings, higher degree of automation	Fully integrated and automated inventory
Point of Contact for Sale	SIE	SIE	AIM
Manufacturer of Equipment	SIE Distributor	AIM	AIM
Cost	\$	\$\$	\$\$\$
Complexity	•	• •	• • •
Knowledge	•	• •	• • •



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