



The Mobile Robot Company

Knowledge Center — Trial Planning · 2026-08-04

<https://info.mobilerobot.com/applications/planning/trial-planning>

Trial Planning

A two-week paid trial puts a J1600 in your own facility, on your own pallets and routes, with setup and support included. The trial is the standard second step of the evaluation journey, after a hands-on demonstration and before a purchase decision. The customer can return the robot at any time, free, no questions asked.

Trial at a glance

Item	Detail
Duration	14 calendar days
Price	€4,000 end-user list, including setup and support
Deployment	One full day of on-site deployment and training support
Support	Unlimited remote support during the trial
Follow-up	Weekly online or face-to-face check-in by the partner
Exit	Free return at any time, no questions asked

What the trial includes

- 1. Pre-trial feasibility assessment.** Before [the robot arrives](https://info.mobilerobot.com/documentation/getting-started/delivery-and-unpacking/) (<https://info.mobilerobot.com/documentation/getting-started/delivery-and-unpacking/>), the selected tasks are assessed for feasibility through a company-provided online tool, and the trial tasks are agreed.
- 2. Robot loan for 14 calendar days.**
- 3. One full day of on-site deployment and training.** The robot is set up, locations are saved, and operators are trained. [Training](https://info.mobilerobot.com/documentation/getting-started/operator-training/) (<https://info.mobilerobot.com/documentation/getting-started/operator-training/>) an existing electric-pallet-jack operator takes about 30 minutes.
- 4. Unlimited remote support** from The Mobile Robot Company for the duration of the trial.

5. **Weekly check-ins** with your partner to assess trial progress against the agreed success criteria.

Before the trial: qualify and prepare

Get the most out of the 14 days by preparing before day one:

- Work through the [application qualification checklist](https://info.mobilerobot.com/applications/planning/application-qualification-checklist/) (<https://info.mobilerobot.com/applications/planning/application-qualification-checklist/>) and resolve open items.
- Walk the intended routes using the [route and floor checklist](https://info.mobilerobot.com/applications/planning/route-and-floor-suitability/) (<https://info.mobilerobot.com/applications/planning/route-and-floor-suitability/>).
- Verify your pallets and carriers against [pallet and load suitability](https://info.mobilerobot.com/applications/planning/pallet-and-load-suitability/) (<https://info.mobilerobot.com/applications/planning/pallet-and-load-suitability/>) — an open base within 1,250 x 1,250 mm, up to 1,600 kg.
- Choose the transport tasks to automate. Good first candidates are repetitive point-to-point flows: [deliver-and-return](https://info.mobilerobot.com/applications/scenarios/deliver-and-return/) (<https://info.mobilerobot.com/applications/scenarios/deliver-and-return/>), [drop-and-wait](https://info.mobilerobot.com/applications/scenarios/deliver-and-wait/) (<https://info.mobilerobot.com/applications/scenarios/deliver-and-wait/>), or a [receiving-to-storage leg](https://info.mobilerobot.com/applications/use-cases/inbound-receiving/) (<https://info.mobilerobot.com/applications/use-cases/inbound-receiving/>).
- Decide who operates the robot. Any electric-pallet-jack operator is a candidate; no automation background is needed.
- Reserve a [charging spot near an outlet](https://info.mobilerobot.com/documentation/installation/charger-installation/) (<https://info.mobilerobot.com/documentation/installation/charger-installation/>) for manual charging during breaks.

During the trial

The basic workflow is [teach and repeat](https://info.mobilerobot.com/documentation/concepts/teach-and-repeat/) (<https://info.mobilerobot.com/documentation/concepts/teach-and-repeat/>): drive manually, save locations, [pick pallets manually, and send the robot on autonomous deliveries](https://info.mobilerobot.com/applications/scenarios/manual-pickup-and-autonomous-delivery/) (<https://info.mobilerobot.com/applications/scenarios/manual-pickup-and-autonomous-delivery/>) from the touchscreen. Measure what matters to your business case — operator time reclaimed on the automated legs, task consistency, and how easily your team [adds or changes locations without outside help](https://info.mobilerobot.com/applications/scenarios/temporary-location-setup/) (<https://info.mobilerobot.com/applications/scenarios/temporary-location-setup/>). The headline figure to test against is [up to 80% reduction in operator time on repetitive transport](https://info.mobilerobot.com/applications/results/productivity-improvements/) (<https://info.mobilerobot.com/applications/results/productivity-improvements/>).

Start with a demonstration

Before committing to a trial, take a 30–60 minute hands-on demonstration at a partner experience center or your own site. First-time visitors typically create and launch an autonomous task within about 15 minutes. A public video shows a first-time user doing exactly that; see [video case stories](https://info.mobilerobot.com/applications/customer-stories/video-case-stories/) (<https://info.mobilerobot.com/applications/customer-stories/video-case-stories/>).

After the trial

If the trial succeeds, the path continues to purchase — optionally with the five-day [installation and commissioning package](https://info.mobilerobot.com/applications/planning/deployment-scope-examples/) (<https://info.mobilerobot.com/applications/planning/deployment-scope-examples/>) for a structured go-live — and an [after-sales service plan](https://info.mobilerobot.com/support/faq/service-and-warranty/) (<https://info.mobilerobot.com/support/faq/service-and-warranty/>). If the application needs deeper validation first, plan a [proof of concept](https://info.mobilerobot.com/applications/planning/proof-of-concept-planning/) (<https://info.mobilerobot.com/applications/planning/proof-of-concept-planning/>). Trials are arranged through the partner network; inquiries via [mobilerobot.com](https://www.mobilerobot.com) (<https://www.mobilerobot.com>) are routed to [a local partner](https://info.mobilerobot.com/products/buying-and-deployment/find-a-local-partner/) (<https://info.mobilerobot.com/products/buying-and-deployment/find-a-local-partner/>).