



The Mobile Robot Company

Knowledge Center — ROI Examples · 2026-08-04

<https://info.mobilerobot.com/applications/results/roi-examples>

ROI Examples

The J1600's return-on-investment case rests on [list prices](https://info.mobilerobot.com/products/j1600/pricing-and-roi/) (<https://info.mobilerobot.com/products/j1600/pricing-and-roi/>), labor savings on repetitive transport, and economics designed for single-shift operations. This page collects the numbers.

The investment side

2026 end-user list prices:

Item	List price
J1600 self-driving pallet jack	€65,000
Manual charger	€3,600
Automatic charger	€8,400
Installation and commissioning (five-day package)	€10,000
Advanced software upgrade	€14,500
Fleet Manager, per robot	€6,500
Two-week paid trial, including setup and support	€4,000
Basic Care support, per robot per year	€4,900
Full Care support, per robot per year	€13,000
On-site support, per day plus travel	€2,400

Typical configurations:

- J1600 + manual charger + commissioning: **€78,600** list.
- J1600 + automatic charger + commissioning: **€83,400** list.

A typical customer configuration is expected to land around or below €80,000 — which corresponds to the manual-charger configuration. The €65,000 base price does not include a charger.

The comparison point

Full automation of the same task — removing the human entirely — typically requires warehouse-management-system-to-fleet-manager integration, infrastructure, and expert configuration, an investment that can reach approximately €1 million. The J1600 proposition is deliberately different: not 100% automation, but up to 80% of the labor benefit on repetitive transport, at a fraction of the price, running within hours. See [productivity improvements](https://info.mobilerobot.com/applications/results/productivity-improvements/) (https://info.mobilerobot.com/applications/results/productivity-improvements/).

The return side

- **Labor.** Up to 80% reduction in operator time on the repetitive transport the robot takes over. The economics are designed to work for a single-shift SME operating eight hours per day, five days per week, with one to five pallet-jack operators — no 24/7 operation needed for the numbers to work.
- **Immediate start.** Setup in hours to one day and about 30 minutes of [operator training](https://info.mobilerobot.com/documentation/getting-started/operator-training/) (https://info.mobilerobot.com/documentation/getting-started/operator-training/), mean the payback clock starts almost immediately; see [faster deployment](https://info.mobilerobot.com/applications/results/faster-deployment/) (https://info.mobilerobot.com/applications/results/faster-deployment/).
- **Low evaluation risk.** The €4,000 [two-week trial](https://info.mobilerobot.com/products/buying-and-deployment/two-week-trial/) (https://info.mobilerobot.com/products/buying-and-deployment/two-week-trial/), with free return at any time, prices the decision risk before the main investment.

Returns beyond labor cost

- [fewer workplace accidents, injuries](https://info.mobilerobot.com/applications/results/safety-improvements/) (https://info.mobilerobot.com/applications/results/safety-improvements/), and product damage;
- higher employee satisfaction from removing repetitive walking;
- improved inventory tracking and control in an automated process;
- steadier material flow and throughput;
- more productive use of skilled labor and easier response to labor shortages;
- less implementation and change risk than rigid full automation.

SITE-SPECIFIC PAYBACK

There is no standard payback model. Actual ROI depends on local wages, utilization, route lengths, shift patterns, and maintenance choices — figures a partner can help model for a specific site.

Related pages

- [Lower integration complexity](https://info.mobilerobot.com/applications/results/lower-integration-complexity/) (<https://info.mobilerobot.com/applications/results/lower-integration-complexity/>) — the avoided project costs
- [Labor reallocation](https://info.mobilerobot.com/applications/results/labor-reallocation/) (<https://info.mobilerobot.com/applications/results/labor-reallocation/>) — where the saved hours go
- [J1600 overview](https://info.mobilerobot.com/products/j1600/overview/) (<https://info.mobilerobot.com/products/j1600/overview/>) and the [products section](https://info.mobilerobot.com/category/products/) (<https://info.mobilerobot.com/category/products/>) — what the investment buys