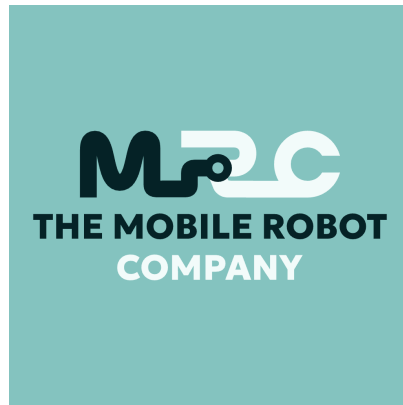




The Mobile Robot Company

Knowledge Center — Buying and Deployment · 2026-08-04

<https://info.mobilerobot.com/category/buying-and-deployment>

Buying and Deployment

How to evaluate, buy, and deploy the J1600 — demonstrations, trials, proofs of concept, commissioning, local partners, and quotes.



Request a Demonstration

How to get a hands-on J1600 demonstration — a 30–60 minute session at a partner experience center or your own site, where first-time users typically launch an autonomous tas...



Two-Week Trial

The J1600 two-week paid trial costs €4,000 including setup and support — 14 calendar days at your facility with a deployment day, unlimited remote support, weekly check-ins, and free...



Proof of Concept

How to run a J1600 proof of concept — test at the Copenhagen demo and test area under real-world conditions, or have machines brought to your own plant for on-site validation.



Installation and Commissioning

The J1600 installation and commissioning package — a fixed-price €10,000 five-day deployment with feasibility check, up to 25 drop points, operator training, validation,...



Find a Local Partner

The J1600 is sold, demonstrated, and serviced through a worldwide partner network — how to get connected to a distributor, integrator, or service partner in your country.



Request a Quote

How to get a J1600 quote — public 2026 list prices from €65,000, what to decide before requesting an offer, and how inquiries are routed to a local partner.

Request a Demonstration

A demonstration is the first step in evaluating the [J1600](https://info.mobilerobot.com/products/j1600/overview/): a hands-on session where you drive the vehicle manually, [save a location](https://info.mobilerobot.com/documentation/getting-started/saving-the-first-location/), and send it on an autonomous task yourself.

What a demonstration looks like

- **Duration:** 30–60 minutes of hands-on use.
- **Location:** a partner experience center — a showroom with a dedicated robot, pallets, and chargers — or your own site.
- **Content:** manual driving with the tiller, saving a location on the touchscreen, creating a task, confirming autonomous mode, and watching the robot deliver a pallet and return.

The point of the format is ease of use: a first-time user can typically see the robot, learn the interface, and send it on an autonomous task within about 15 minutes. At a public test event, [a first-time user who had only used conventional electric pallet jacks](https://info.mobilerobot.com/applications/customer-stories/video-case-stories/) saved a location, created a drop-and-return task, and watched the robot navigate around people.

How to request one

Demonstrations are delivered through the local partner network. Request one via www.mobilerobot.com or by writing to hello@mobilerobot.com; the inquiry is routed to a partner near you. See [Find a local partner](https://info.mobilerobot.com/products/buying-and-deployment/find-a-local-partner/).

After the demonstration

The standard evaluation path continues with a [two-week trial](https://info.mobilerobot.com/products/buying-and-deployment/two-week-trial/), at your own facility, or a [proof of concept](https://info.mobilerobot.com/products/buying-and-deployment/proof-of-concept/) for

applications that need deeper validation. Repeat customers can skip the demonstration and trial and go straight to purchase — see [Request a quote](https://info.mobilerobot.com/products/buying-and-deployment/request-a-quote/) (<https://info.mobilerobot.com/products/buying-and-deployment/request-a-quote/>).

Two-Week Trial

The paid trial puts a [J1600](https://info.mobilerobot.com/products/j1600/overview/) in your own facility for 14 calendar days, so you can validate the application with your pallets, floors, and people before buying.

What is included

- **Pre-trial feasibility assessment and task selection** through a company-provided online tool.
- **Robot loan for 14 calendar days.**
- **One full day of on-site deployment and training support** — the robot is set up and your operators are trained at the start of the trial.
- **Unlimited remote support** from The Mobile Robot Company throughout the trial.
- **Weekly check-in**, online or face to face, delivered by [the local partner](https://info.mobilerobot.com/products/buying-and-deployment/find-a-local-partner/) to assess trial progress.
- **Free return at any time, no questions asked.**

Price

Item	2026 end-user list price
Two-week trial, including setup and support	€4,000

Why a paid trial

The trial is designed to reduce adoption risk: two weeks is long enough to run real transport tasks in daily operation, and the no-questions-asked return removes the downside if [the fit is wrong](https://info.mobilerobot.com/applications/planning/is-the-j1600-right-for-my-application/). [Setup](https://info.mobilerobot.com/documentation/getting-started/first-time-setup/) is fast because the J1600 needs no building modifications, tracks, wires, or reflectors, and [operator training](https://info.mobilerobot.com/documentation/getting-started/operator-training/) takes about 30 minutes.

Where it fits in the customer journey

The [standard evaluation path](https://info.mobilerobot.com/company/about/business-model/) (<https://info.mobilerobot.com/company/about/business-model/>) is [demonstration](https://info.mobilerobot.com/products/buying-and-deployment/request-a-demonstration/) (<https://info.mobilerobot.com/products/buying-and-deployment/request-a-demonstration/>) → trial → purchase → after-sales agreement. The demonstration and trial can be skipped, for example by repeat customers. For deeper validation of a specific application, see [Proof of concept](https://info.mobilerobot.com/products/buying-and-deployment/proof-of-concept/) (<https://info.mobilerobot.com/products/buying-and-deployment/proof-of-concept/>); when you are ready to buy, see [Request a quote](https://info.mobilerobot.com/products/buying-and-deployment/request-a-quote/) (<https://info.mobilerobot.com/products/buying-and-deployment/request-a-quote/>).

Proof of Concept

A proof of concept (POC) is on-site validation of a specific J1600 application before wider purchase or deployment. It goes deeper than a [demonstration](https://info.mobilerobot.com/products/buying-and-deployment/request-a-demonstration/) or a standard [two-week trial](https://info.mobilerobot.com/products/buying-and-deployment/two-week-trial/) and is shaped around your application.

Two ways to run a POC

Test in Copenhagen. Prospects can run tests at The Mobile Robot Company's [Copenhagen demo and test area](https://info.mobilerobot.com/company/locations/test-and-demonstration-facility/). The facility is set up for validation under intentionally real-world conditions, including uneven flooring, water-filled loads, and multiple test setups — not a polished showroom floor.

Test at your plant. Machines can be transported to your own facility, so the POC runs with your actual pallets, layout, and material flow. Plant trials and POCs are supported by the distributor and integrator network.

How to arrange one

Discuss a POC with the sales and technical team via hello@mobilerobot.com or www.mobilerobot.com, or with your local partner — see [Find a local partner](https://info.mobilerobot.com/products/buying-and-deployment/find-a-local-partner/). Scope, location, and setup are agreed case by case.

What a POC typically examines

POCs suit applications where standard evaluation leaves open questions, for example:

- carrier compatibility beyond standard Euro pallets — [open cages, barrels, and other open-base carriers](https://info.mobilerobot.com/applications/use-cases/open-cages-and-alternative-load-carriers/) within the [compatibility envelope](https://info.mobilerobot.com/products/chargers-and-accessories/compatibility/);

- [floor conditions](https://info.mobilerobot.com/documentation/installation/floor-requirements/) (<https://info.mobilerobot.com/documentation/installation/floor-requirements/>), route lengths, and traffic in the real facility;
- [task patterns](https://info.mobilerobot.com/documentation/user-guides/task-management/) (<https://info.mobilerobot.com/documentation/user-guides/task-management/>), and post-delivery behavior for the intended flow;
- fit with a planned [software configuration](https://info.mobilerobot.com/products/software/software-comparison/) (<https://info.mobilerobot.com/products/software/software-comparison/>), such as fleet operation or integrations.

After the POC

A successful POC normally leads to purchase and, where chosen, formal [installation and commissioning](https://info.mobilerobot.com/products/buying-and-deployment/installation-and-commissioning/) (<https://info.mobilerobot.com/products/buying-and-deployment/installation-and-commissioning/>). See [Request a quote](https://info.mobilerobot.com/products/buying-and-deployment/request-a-quote/) (<https://info.mobilerobot.com/products/buying-and-deployment/request-a-quote/>).

Installation and Commissioning

Installation and commissioning is a fixed-price deployment package for the [J1600](https://info.mobilerobot.com/products/j1600/overview/) (<https://info.mobilerobot.com/products/j1600/overview/>). It is an optional service: the standard robot is [usable out of the box](https://info.mobilerobot.com/documentation/getting-started/first-time-setup/) (<https://info.mobilerobot.com/documentation/getting-started/first-time-setup/>) with about 30 minutes of [operator training](https://info.mobilerobot.com/documentation/getting-started/operator-training/) (<https://info.mobilerobot.com/documentation/getting-started/operator-training/>) and [setup in hours or one day](https://info.mobilerobot.com/applications/results/faster-deployment/) (<https://info.mobilerobot.com/applications/results/faster-deployment/>). The package exists to reduce go-live risk with structured [site preparation](https://info.mobilerobot.com/documentation/installation/site-readiness-guide/) (<https://info.mobilerobot.com/documentation/installation/site-readiness-guide/>), training, validation, and a formal handover.

Price

Item	2026 end-user list price
Installation and commissioning	€10,000

What the package covers

Pre-installation

- Feasibility check for all selected tasks and loads.
- [Risk assessment](https://info.mobilerobot.com/safety-compliance/safe-deployment/site-risk-assessment/) (<https://info.mobilerobot.com/safety-compliance/safe-deployment/site-risk-assessment/>).
- Project plan.

On-site Day 1

- [Unboxing](https://info.mobilerobot.com/documentation/getting-started/delivery-and-unpacking/) (<https://info.mobilerobot.com/documentation/getting-started/delivery-and-unpacking/>).
- Wi-Fi connection, if desired — [Wi-Fi is optional for basic use](https://info.mobilerobot.com/documentation/installation/network-and-wi-fi-requirements/) (<https://info.mobilerobot.com/documentation/installation/network-and-wi-fi-requirements/>).
- Automatic-charging setup, if an [automatic charger](https://info.mobilerobot.com/products/chargers-and-accessories/automatic-charger/) (<https://info.mobilerobot.com/products/chargers-and-accessories/automatic-charger/>) was purchased.

- Creation of up to 25 [drop points](https://info.mobilerobot.com/documentation/installation/mapping-and-drop-point-setup/) (<https://info.mobilerobot.com/documentation/installation/mapping-and-drop-point-setup/>).
- Task validation and safety validation.

On-site Day 2

- Group training for all operators.
- Individual hands-on practice for up to six operators.

On-site Days 3–4

- Monitoring of robot performance.
- On-site troubleshooting and support.
- Additional operator training as needed.

On-site Day 5

- Acceptance test.
- Handover.

Add-ons

- Integration with other software or equipment — see [REST API and integrations](https://info.mobilerobot.com/products/software/rest-api-and-integrations/) (<https://info.mobilerobot.com/products/software/rest-api-and-integrations/>).
- Additional validated drop points beyond the included 25.
- Fleet Management System setup — see [Fleet Manager](https://info.mobilerobot.com/products/software/fleet-manager/) (<https://info.mobilerobot.com/products/software/fleet-manager/>).

Commissioned versus out-of-box deployment

	Out of the box	With commissioning package
Setup effort	Hours to one day, done by your own team with the on-device tutorial	Five structured on-site days by trained personnel
Drop points	Added by operators as needed (no software limit)	Up to 25 validated points at go-live
Training	About 30 minutes per operator	Group training plus individual practice for up to six operators
Validation	Operator judgment	Formal task validation, safety validation, and acceptance test

Ordering and delivery run through the local partner network — see [Find 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/>) and [Request a quote](https://info.mobilerobot.com/products/buying-and-deployment/request-a-quote/) (<https://info.mobilerobot.com/products/buying-and-deployment/request-a-quote/>).

Find a Local Partner

The Mobile Robot Company does not sell robots directly to end users (<https://info.mobilerobot.com/company/about/business-model/>). Demonstrations, trials, sales, installation, and service are delivered by local distributors, integrators, and service partners (<https://info.mobilerobot.com/partners/program/partner-types/>), while the company supplies robots, parts, software, training, and technical support behind them.

Where partners operate

The J1600 is available worldwide (<https://info.mobilerobot.com/partners/become-a-partner/country-availability/>), including in the United States, Canada, Australia, and China. By June 2026, distributor partnerships existed in eight countries and the network was expanding. Confirm country-specific partners, prices, taxes, service coverage, and delivery times with the company or your local partner.

What a partner does for you

- runs hands-on demonstrations (<https://info.mobilerobot.com/products/buying-and-deployment/request-a-demonstration/>) at an experience center — a showroom with a dedicated robot, pallets, and chargers — or at your site;
- delivers two-week trials (<https://info.mobilerobot.com/products/buying-and-deployment/two-week-trial/>) and supports proofs of concept (<https://info.mobilerobot.com/products/buying-and-deployment/proof-of-concept/>) at your plant;
- handles the purchase (<https://info.mobilerobot.com/products/buying-and-deployment/request-a-quote/>) and, where chosen, installation and commissioning (<https://info.mobilerobot.com/products/buying-and-deployment/installation-and-commissioning/>);
- provides local after-sales service, backed by the company's parts, software, and remote support.

How to get connected

Submit an inquiry at www.mobilerobot.com (<https://www.mobilerobot.com>) or write to hello@mobilerobot.com. Customer inquiries are assigned through the partner network, so you are put in contact with a partner serving your area.

Becoming a partner

Qualified integrators, distributors, and service partners (<https://info.mobilerobot.com/partners/become-a-partner/who-we-are-looking-for/>). can apply by country (<https://info.mobilerobot.com/partners/program/application-process/>) to join the network. See the Partners (<https://info.mobilerobot.com/category/partners/>) section for the partner program.

Request a Quote

[J1600 list prices](https://info.mobilerobot.com/products/j1600/pricing-and-roi/) (<https://info.mobilerobot.com/products/j1600/pricing-and-roi/>) are public, so you can [estimate a configuration](https://info.mobilerobot.com/products/chargers-and-accessories/available-options/) (<https://info.mobilerobot.com/products/chargers-and-accessories/available-options/>) before talking to anyone. The quote itself comes from a local partner: The Mobile Robot Company [routes customer inquiries through its partner network](https://info.mobilerobot.com/company/about/business-model/) (<https://info.mobilerobot.com/company/about/business-model/>), rather than selling directly.

2026 end-user list prices

Item	List price
J1600 self-driving pallet jack	€65,000
Manual charger	€3,600
Automatic charger	€8,400
Advanced software upgrade	€14,500
Fleet Manager, per robot	€6,500
Installation and commissioning	€10,000
Basic Care support plan, per robot per year	€4,900
Full Care support plan, per robot per year	€13,000
Two-week trial, including setup and support	€4,000

PRICES MAY CHANGE

These are 2026 list prices in euros. [Country-specific prices, taxes, and delivery terms](https://info.mobilerobot.com/partners/become-a-partner/country-availability/) (<https://info.mobilerobot.com/partners/become-a-partner/country-availability/>) are confirmed by your local partner.

Typical configuration totals

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

A typical customer configuration is expected to land around or below €80,000.

Decide before you ask

A complete quote covers four choices:

1. **Charger:** [manual](https://info.mobilerobot.com/products/chargers-and-accessories/manual-charger/) (https://info.mobilerobot.com/products/chargers-and-accessories/manual-charger/) or [automatic](https://info.mobilerobot.com/products/chargers-and-accessories/automatic-charger/) (https://info.mobilerobot.com/products/chargers-and-accessories/automatic-charger/). Chargers are priced separately from the robot.
2. **Software:** [Standard](https://info.mobilerobot.com/products/software/standard-software/) (https://info.mobilerobot.com/products/software/standard-software/) or the [Advanced upgrade](https://info.mobilerobot.com/products/software/advanced-software/) (https://info.mobilerobot.com/products/software/advanced-software/) — the upgrade is easiest to install at the factory when the robot is ordered.
3. **Deployment** (<https://info.mobilerobot.com/applications/planning/deployment-scope-examples/>): [out-of-box setup](https://info.mobilerobot.com/documentation/getting-started/first-time-setup/) (https://info.mobilerobot.com/documentation/getting-started/first-time-setup/) by your own team, or the five-day [installation and commissioning](https://info.mobilerobot.com/products/buying-and-deployment/installation-and-commissioning/) (https://info.mobilerobot.com/products/buying-and-deployment/installation-and-commissioning/) package.
4. **Support plan:** chosen at purchase — Free, Basic Care, or Full Care. See [Support](https://info.mobilerobot.com/category/support/) (https://info.mobilerobot.com/category/support/).

How to request

Use the offer form at www.mobilerobot.com (https://www.mobilerobot.com) (name, email address, and company name) or write to hello@mobilerobot.com. The inquiry is assigned to a partner near you — see [Find 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/). If you have not yet evaluated the robot, start with a [demonstration](https://info.mobilerobot.com/products/buying-and-deployment/request-a-demonstration/) (https://info.mobilerobot.com/products/buying-and-deployment/request-a-demonstration/) or a [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/); repeat customers can skip both and buy directly.