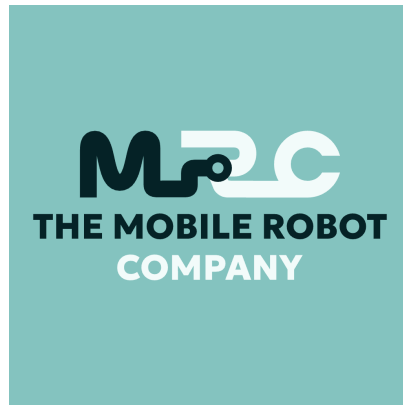




The Mobile Robot Company

Knowledge Center — Partner Stories · 2026-08-04

<https://info.mobilerobot.com/newsroom/stories/partner-stories>

Partner Stories

The Mobile Robot Company [sells through an international network](https://info.mobilerobot.com/company/about/business-model/) of distributors, integrators, and service partners. By June 2026, [distributor partnerships existed in eight countries](https://info.mobilerobot.com/company/history/growth-and-international-expansion/) and the network was expanding. This page collects stories from that network.

ALCA Technologies: automation for imperfect warehouses

[In content dated 8 July 2026](https://info.mobilerobot.com/newsroom/press-releases/partner-announcements/), the company thanked [ALCA Technologies S.r.l.](https://info.mobilerobot.com/company/collaborations/technology-collaborations/) for collaboration and continued partnership. The collaboration illustrates warehouse conditions that can disrupt rigid automation: broken pallets, loose strapping, hanging stretch wrap, dust, and other imperfect or changing handling conditions.

The [J1600](https://info.mobilerobot.com/products/j1600/overview/) addresses these cases through [dual mode](https://info.mobilerobot.com/products/j1600/dual-mode/): the operator uses experience and situational awareness during pallet pickup, while the vehicle performs the repetitive autonomous transport. The presented outcomes were less [non-value-added walking](https://info.mobilerobot.com/applications/results/reduction-in-manual-walking/), safer pallet handling, smoother material flow, higher productivity, and better adaptability in dynamic warehouse environments.

United Symbol Open House: three days in Sassuolo

ALCA Technologies also provided local support when the J1600 was demonstrated at the **United Symbol Open House** in Sassuolo, Modena, Italy, over three days ending 29 June 2026. United Symbol hosted industry leaders and end customers from multiple industries, who saw dual-mode operation live and discussed warehouse efficiency, reduced manual handling, and scalable automation with the team. A 30 June recap thanked United Symbol for hosting and ALCA Technologies for support, professionalism, and collaboration. See [Past Events](https://info.mobilerobot.com/newsroom/events/past-events/).

How the partner channel works

Partners deliver local demonstrations, trials, deployment, service, and customer relationships; the company supplies robots, parts, software, technical support, training, and leads. List prices are public, and customer inquiries are routed through [the partner network](https://info.mobilerobot.com/products/buying-and-deployment/find-a-local-partner/) (<https://info.mobilerobot.com/products/buying-and-deployment/find-a-local-partner/>), rather than fulfilled directly by the company.

Qualified integrators, distributors, and service partners [can apply by country](https://info.mobilerobot.com/partners/program/application-process/) (<https://info.mobilerobot.com/partners/program/application-process/>) — the invitation is repeated in the company's [partner videos](https://info.mobilerobot.com/newsroom/videos/customer-and-partner-videos/) (<https://info.mobilerobot.com/newsroom/videos/customer-and-partner-videos/>), and program details are under [Partners](https://info.mobilerobot.com/category/partners/) (<https://info.mobilerobot.com/category/partners/>).