



The Mobile Robot Company

Knowledge Center — Customer and Partner Videos · 2026-08-04

<https://info.mobilerobot.com/newsroom/videos/customer-and-partner-videos>

Customer and Partner Videos

These videos cover the [customer journey](https://info.mobilerobot.com/company/about/business-model/) — trials, proofs of concept, support, and availability — and the partner network behind it. The complete catalog is in the [full video library](https://info.mobilerobot.com/newsroom/videos/full-video-library/).

Inside the J1600 Dual Mode Journey: Customer Success, POC Validation & J1600 Flexibility

[Watch](https://www.youtube.com/watch?v=jzGgsoReaZ8) — Senior Vice President EMEA Fernando Fandiño Oliver describes distributor- and integrator-supported plant trials and proofs of concept, testing in the [Copenhagen demo area](https://info.mobilerobot.com/company/locations/test-and-demonstration-facility/), machines that can be moved to customer sites, and compatibility with [open cages, Euro pallets, and other open-base carriers](https://info.mobilerobot.com/products/j1600/pallet-and-load-compatibility/) ("everything that's open we can pick up"), with distributors worldwide.

How Mobile Robot Company Supports End Users and Customers

[Watch](https://www.youtube.com/watch?v=LZMgGYCjlg) — Fernando Fandiño Oliver invites end users with projects or proofs of concept to contact the sales and technical team; the EMEA distributor and integrator network is experienced and ready to run plant trials.

From Trial to POC: Evaluating Mobile Robot Solutions

[Watch](https://www.youtube.com/watch?v=FI0_kXSPRrQ) — the difference between testing in the Copenhagen demo area and taking machines to a customer's plant for a [proof of concept](https://info.mobilerobot.com/applications/planning/proof-of-concept-planning/).

Is the J1600 available in my country

[Watch](https://www.youtube.com/watch?v=OpR9zN44QnQ) (<https://www.youtube.com/watch?v=OpR9zN44QnQ>) — the J1600 is [available worldwide](https://info.mobilerobot.com/partners/become-a-partner/country-availability/) (<https://info.mobilerobot.com/partners/become-a-partner/country-availability/>), including the United States, Canada, Australia, and China; it is certified to [ISO 3691-4](https://info.mobilerobot.com/safety-compliance/standards/iso-3691-4/) (<https://info.mobilerobot.com/safety-compliance/standards/iso-3691-4/>) and CE marked for Europe and follows US safety standards. The definitive [compliance list](https://info.mobilerobot.com/safety-compliance/certificates/compliance-statements/) (<https://info.mobilerobot.com/safety-compliance/certificates/compliance-statements/>) is under [Safety & Compliance](https://info.mobilerobot.com/category/safety-compliance/) (<https://info.mobilerobot.com/category/safety-compliance/>).

How can you become a Mobile Robot Company partner?

[Watch](https://www.youtube.com/watch?v=vzqeOyyf6tk) (<https://www.youtube.com/watch?v=vzqeOyyf6tk>) — qualified integrators, distributors, and service partners in specific countries are invited to discuss joining the expanding worldwide network. See [Partners](https://info.mobilerobot.com/category/partners/) (<https://info.mobilerobot.com/category/partners/>).

Related pages

The first-time-user demonstration that shows how quickly a new operator gets productive is on [Product Demonstrations](https://info.mobilerobot.com/newsroom/videos/product-demonstrations/) (<https://info.mobilerobot.com/newsroom/videos/product-demonstrations/>). Application stories drawn from these videos are in [Customer Applications](https://info.mobilerobot.com/newsroom/stories/customer-applications/) (<https://info.mobilerobot.com/newsroom/stories/customer-applications/>).