



The Mobile Robot Company

Knowledge Center — Find a Local Partner · 2026-08-04

<https://info.mobilerobot.com/products/buying-and-deployment/find-a-local-partner>

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.