



The Mobile Robot Company

Knowledge Center — Proof of Concept · 2026-08-04

<https://info.mobilerobot.com/products/buying-and-deployment/proof-of-concept>

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/>).