



The Mobile Robot Company

Knowledge Center — Pricing and ROI · 2026-08-04

<https://info.mobilerobot.com/products/j1600/pricing-and-roi>

Pricing and ROI

List prices for the J1600 are public. Purchases, trials, and service are delivered 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/>) — the company [does not sell robots directly to end users](https://info.mobilerobot.com/company/about/business-model/) (<https://info.mobilerobot.com/company/about/business-model/>). Prices below are 2026 euro list prices.

End-user list prices

Item	End-user list price
J1600 self-driving pallet jack	€65,000
Two-week paid trial, including setup and support	€4,000
Installation and commissioning	€10,000
Manual charger	€3,600
Automatic charger	€8,400
Advanced software upgrade	€14,500
Fleet Manager, per robot	€6,500
Basic Care support, per robot/year	€4,900
Full Care support, per robot/year	€13,000
On-site support, per day plus travel	€2,400

A charger is not included in the €65,000 base price — see [Chargers and accessories](https://info.mobilerobot.com/products/j1600/chargers-and-accessories/) (<https://info.mobilerobot.com/products/j1600/chargers-and-accessories/>).

Typical configurations

- J1600 + [manual charger](https://info.mobilerobot.com/products/chargers-and-accessories/manual-charger/) (<https://info.mobilerobot.com/products/chargers-and-accessories/manual-charger/>) + installation and commissioning: €78,600 list.

- J1600 + automatic charger + installation and commissioning: €83,400 list.

A typical customer configuration is expected to cost around or below €80,000, which corresponds to the manual-charger configuration.

Trying before buying

The standard evaluation path is a [30–60 minute hands-on demonstration](https://info.mobilerobot.com/products/buying-and-deployment/request-a-demonstration/) (<https://info.mobilerobot.com/products/buying-and-deployment/request-a-demonstration/>), followed by a [two-week paid trial](https://info.mobilerobot.com/products/buying-and-deployment/two-week-trial/) (<https://info.mobilerobot.com/products/buying-and-deployment/two-week-trial/>) at **€4,000** including setup and support, with free return at any time, no questions asked. Proofs of concept at the customer's plant are also possible. See the [support section](https://info.mobilerobot.com/category/support/) (<https://info.mobilerobot.com/category/support/>) for evaluation routes.

The labor-saving argument

The J1600 [reduces manual work and operator travel on repetitive transport by up to 80%](https://info.mobilerobot.com/applications/results/productivity-improvements/) (<https://info.mobilerobot.com/applications/results/productivity-improvements/>) — not an 80% improvement to every warehouse process.

Model	Setup	Flexibility	Labor saving
Manual pallet jack	None	Full manual flexibility	None
J1600 dual mode	Hours	Manual control plus saved autonomous delivery	Up to 80% of operator time on target travel
Fully automated system	Weeks or a longer project	Preprogrammed, expert-configured	Up to 100% of task labor, if fully automated

The economics are designed to work for a single-shift SME operating eight hours per day, five days per week — no 24/7 operation is needed. The €65,000 base price contrasts with full-automation investments that can reach approximately €1 million once [warehouse-management and fleet integration](https://info.mobilerobot.com/applications/results/lower-integration-complexity/) (<https://info.mobilerobot.com/applications/results/lower-integration-complexity/>) are included. The proposition: roughly 80% of the benefit, at a fraction of the price, and quick to get going.

A complete ROI model with wage assumptions, utilization, maintenance cost, financing rate, tax, or payback period is not available; build the business case on your own site figures.

Returns beyond labor cost

- [Fewer workplace accidents, injuries](https://info.mobilerobot.com/applications/results/safety-improvements/) (<https://info.mobilerobot.com/applications/results/safety-improvements/>), and product damage.
- Higher employee satisfaction by [removing repetitive walking](https://info.mobilerobot.com/applications/results/reduction-in-manual-walking/) (<https://info.mobilerobot.com/applications/results/reduction-in-manual-walking/>).
- Improved inventory tracking and control in an automated process.
- Steadier material flow and throughput.
- [More productive use of skilled labor](https://info.mobilerobot.com/applications/results/labor-reallocation/) (<https://info.mobilerobot.com/applications/results/labor-reallocation/>) and easier response to labor shortages.
- Less implementation and change risk than rigid full automation.

Installation, commissioning, and support

The €10,000 [installation and commissioning package](https://info.mobilerobot.com/products/buying-and-deployment/installation-and-commissioning/) (<https://info.mobilerobot.com/products/buying-and-deployment/installation-and-commissioning/>), covers pre-installation feasibility and risk assessment, on-site setup with up to 25 drop points, task and safety validation, [operator training](https://info.mobilerobot.com/documentation/getting-started/operator-training/) (<https://info.mobilerobot.com/documentation/getting-started/operator-training/>), monitoring, acceptance testing, and handover over five days. Annual **Basic Care** (€4,900 per robot/year) and **Full Care** (€13,000 per robot/year) support plans are available, alongside a Free plan with pay-as-needed service. Details are in the [support section](https://info.mobilerobot.com/category/support/) (<https://info.mobilerobot.com/category/support/>).

Buying through partners

All prices above are end-user list prices. [Purchases](https://info.mobilerobot.com/products/buying-and-deployment/request-a-quote/) (<https://info.mobilerobot.com/products/buying-and-deployment/request-a-quote/>) run through distributors, integrators, and service partners; partner-facing commercial terms are described in the [partner section](https://info.mobilerobot.com/category/partners/) (<https://info.mobilerobot.com/category/partners/>).

Related pages

- [Overview](https://info.mobilerobot.com/products/j1600/overview/) (https://info.mobilerobot.com/products/j1600/overview/) — product summary and availability.
- [Software and integrations](https://info.mobilerobot.com/products/j1600/software-and-integrations/) (https://info.mobilerobot.com/products/j1600/software-and-integrations/) — what the Advanced upgrade and [Fleet Manager](https://info.mobilerobot.com/products/software/fleet-manager/) (https://info.mobilerobot.com/products/software/fleet-manager/) add.
- [Features and benefits](https://info.mobilerobot.com/products/j1600/features-and-benefits/) (https://info.mobilerobot.com/products/j1600/features-and-benefits/) — the operational case behind the numbers.