



The Mobile Robot Company

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

<https://info.mobilerobot.com/support/faq/pricing-and-purchasing>

Pricing and Purchasing

Common questions about [what the J1600 costs](https://info.mobilerobot.com/products/j1600/pricing-and-roi/) (<https://info.mobilerobot.com/products/j1600/pricing-and-roi/>), and how to buy one. All prices are 2026 end-user list prices in euros.

What does the J1600 cost?

The J1600 self-driving pallet jack starts at **€65,000**.

What is the full price list?

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, per robot per year	€4,900
Full Care, per robot per year	€13,000
On-site support, per day plus travel	€2,400

Prices are time-sensitive; confirm current figures with the company or a [local partner](https://info.mobilerobot.com/products/buying-and-deployment/find-a-local-partner/) (<https://info.mobilerobot.com/products/buying-and-deployment/find-a-local-partner/>).

What does a typical configuration cost?

Around or below €80,000. Two reference configurations at list price:

- J1600 + manual charger + [installation and commissioning](https://info.mobilerobot.com/products/buying-and-deployment/installation-and-commissioning/): **€78,600**;
- J1600 + automatic charger + installation and commissioning: **€83,400**.

A charger is not included with the base robot — see [Charging and battery](https://info.mobilerobot.com/support/faq/charging-and-battery/).

Can I try it before buying?

Yes, three ways:

- a hands-on **demo** (<https://info.mobilerobot.com/products/buying-and-deployment/request-a-demonstration/>) (30–60 minutes) at a partner experience center or your site;
- a **two-week paid trial** (<https://info.mobilerobot.com/products/buying-and-deployment/two-week-trial/>) for €4,000 including setup and support, with free return at any time, no questions asked;
- a **proof of concept** (<https://info.mobilerobot.com/applications/planning/proof-of-concept-planning/>) at the [Copenhagen demo area](https://info.mobilerobot.com/company/locations/test-and-demonstration-facility/) or at your own plant.

See [Partners and availability](https://info.mobilerobot.com/support/faq/partners-and-availability/).

How do I buy one?

List prices are public, and you can request or book demos, trials, and [purchases](https://info.mobilerobot.com/products/buying-and-deployment/request-a-quote/) through www.mobilerobot.com. The company **does not sell robots directly to end users** — inquiries are routed to the distributor, integrator, or service partner covering your area, and at purchase you choose an after-sales package. See [Service and warranty](https://info.mobilerobot.com/support/faq/service-and-warranty/).

What is the return on investment?

The J1600 saves up to 80% of the manual work and operator time (<https://info.mobilerobot.com/applications/results/productivity-improvements/>) on repetitive transport — not 80% of every process. The economics are designed to work for a single-shift SME operating eight hours per day, five days per week. The €65,000 entry price contrasts with full automation projects, which can reach approximately €1 million once WMS-to-fleet-manager integration (<https://info.mobilerobot.com/applications/results/lower-integration-complexity/>) is included. A complete ROI model (wage assumptions, utilization, maintenance, financing, payback period) is not available — build the business case on your own site figures.

What benefits count beyond labor savings?

Non-labor benefits (<https://info.mobilerobot.com/products/j1600/features-and-benefits/>) include fewer workplace accidents, injuries (<https://info.mobilerobot.com/applications/results/safety-improvements/>), and product damage; higher employee satisfaction from removing repetitive walking (<https://info.mobilerobot.com/applications/results/reduction-in-manual-walking/>); better inventory tracking and control in an automated process; steadier material flow and throughput; more productive use of skilled labor; easier response to labor shortages (<https://info.mobilerobot.com/applications/results/labor-reallocation/>); and lower implementation and change risk than rigid full automation.

How does it compare economically with the alternatives?

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

See [Dual mode](https://info.mobilerobot.com/products/j1600/dual-mode/) (https://info.mobilerobot.com/products/j1600/dual-mode/) for why the product targets 80% automation rather than 100%.