

5 TRENDS IN CONSTRUCTION RENTAL EQUIPMENT AUTOMATION AND THE COMPANIES BEHIND THEM

Tech is making construction equipment smarter, more autonomous and easier for end users. Here is a rundown of what to expect and how to ensure your rental business can adapt, survive and thrive.

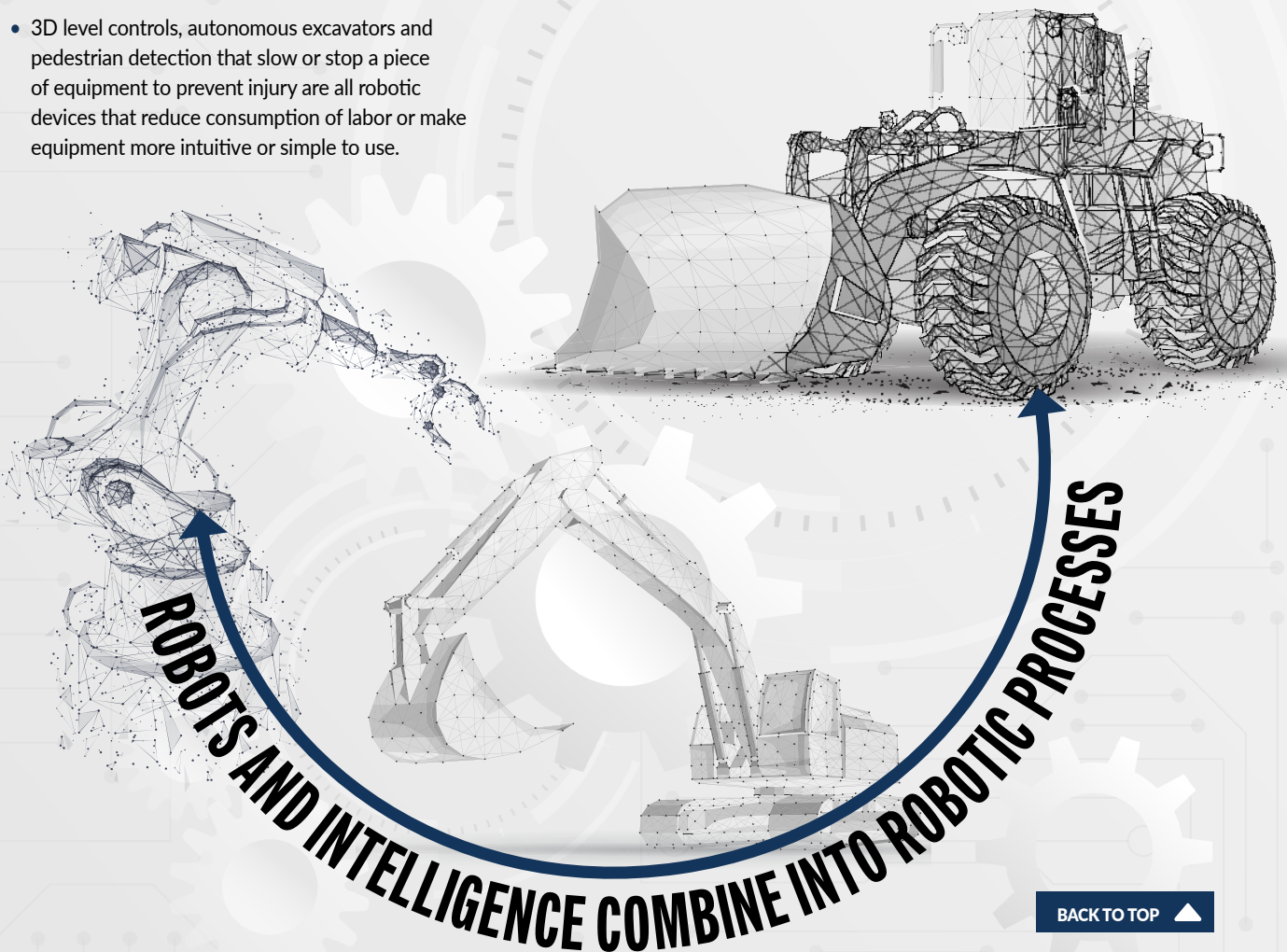


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1. ROBOTS EXECUTE TASKS THAT CAN BE COMBINED INTO AN AUTOMATED PROCESS.

- Construction robotics include aftermarket or OEM technologies that make traditional construction equipment function more autonomously to standalone robots that perform tasks in new ways.
- These robotic devices or systems become more interesting once they interlock into broader automation programs that drive processes through a construction business, rental business or project.
- 3D level controls, autonomous excavators and pedestrian detection that slow or stop a piece of equipment to prevent injury are all robotic devices that reduce consumption of labor or make equipment more intuitive or simple to use.



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2. ELIMINATE THE NEED FOR A SITE SURVEYOR

- Operator can view project plan superimposed on video capture of the site.
- Robotic approach makes digging easier.
- Data capture automates “as-built” and product reporting as an automated process



**UNICONTROL,
SODEX
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GUIDANCE
AUTOMATES
EXISTING
PROCESSES**

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3. ROBOTS-AS-A-SERVICE CREATES NEW AUTOMATED PROCESSES

- Robots tend to do one action or task, including the Dusty Robotics Layout Printing Robot, Advanced Construction Robotics Rebar-Tying Robot, Construction Robotics Semi-Automated Mason(SAM) and 3D Concrete Printers.
- Volume of work and project size can influence how cost-effective robots will be.
- In some cases, contracts, site conditions and project cadences need to change to accommodate robots.
- Some, like SAM and Trimble/Boston Dynamics Spot the Construction Robot, are available through the rental channel.
- Others could be viable rental products, and the manufacturers often use a robots-as-a-service project delivery system to help contractors mitigate risk of new technology adoption.

**ROBOTS DO IT
DIFFERENTLY**



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4. EQUIPMENT AUTOMATION GOING DOWN MARKET

- Aftermarket automation tools for traditional construction equipment can make equipment easier and safer to operate by less skilled workers or homeowners.
- The companies behind Unicontrol and Sodex excavator automation, Arcure Blaxtair pedestrian detection and others would very much like to build relationships with United States rental companies to rent the systems themselves.



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5. FULLY AUTONOMOUS EQUIPMENT NEARLY READY FOR RENTAL

- Built Robotics has a partnership with Sunstate Equipment.
- Machines with the Built Robotics exoskeleton are not in the rental channel yet, but are being used primarily in repetitive greenfield environments like ditch digging.



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