

HOW ORTIS™ HELPED ISO TECHNOLOGIES SAY “YES”

AND KEEP MORE OF THE VALUE CHAIN

ISO Technologies had already carved out its space as North America’s leading supplier of simple foam profiles. But as customer needs grew more complex, so did the stakes. Rather than scale through volume, ISO made a strategic move to deepen its offering to serve more of each customer’s needs. With ORTIS™ by Roboticom, ISO didn’t just add automation, they added the ability to say “yes” to higher-value work and become the kind of partner today’s customers demand.

FROM PROFILES TO PARTNERSHIPS

Before ORTIS™, ISO served customers with precision-cut foam profiles. But when those same customers needed more complex parts, ISO had to refer them out, losing both margin and momentum. “We were the dominant North American fabricator for our foam,” said Operations Manager Patrick Benton, “but we could only sell simple profiles.”

“We were able to finally say yes. That was a big deal—to answer a customer’s request with yes instead of, ‘Sorry, you’ll have to look somewhere else.’”

Patrick Benton, Operations Manager
ISO Technologies

A ROBOT THAT EXPANDS POSSIBILITY

ISO didn’t choose ORTIS™ to boost output. They chose it to capture opportunity. With its mid-sized work envelope and 7-axis flexibility, ORTIS™ gave ISO the capability to create intricate shapes that used to require outsourcing. Now, they could produce both the raw material and the finished form, all in-house.

STRATEGIC USE, LASTING LOYALTY

ISO’s ORTIS™ isn’t always running, but it’s always ready. ISO deploys the system for custom, high-complexity work that strengthens client relationships and reinforces ISO’s market-leading position.





ISO TECHNOLOGIES TRUSTS ORTIS™

ISO Technologies was already a leader in foam profile fabrication. But when customers started asking for more complex shapes, they needed a way to say yes, without overhauling their operation.

FEATURES

7-AXIS FLEXIBILITY

7-axis movement allows ISO to produce intricate, multi-angle parts that used to be impossible in-house. Instead of turning away business, they can now meet more of their customers' needs without compromising on quality or turnaround time.

MAXIMUM INDEPENDENCE

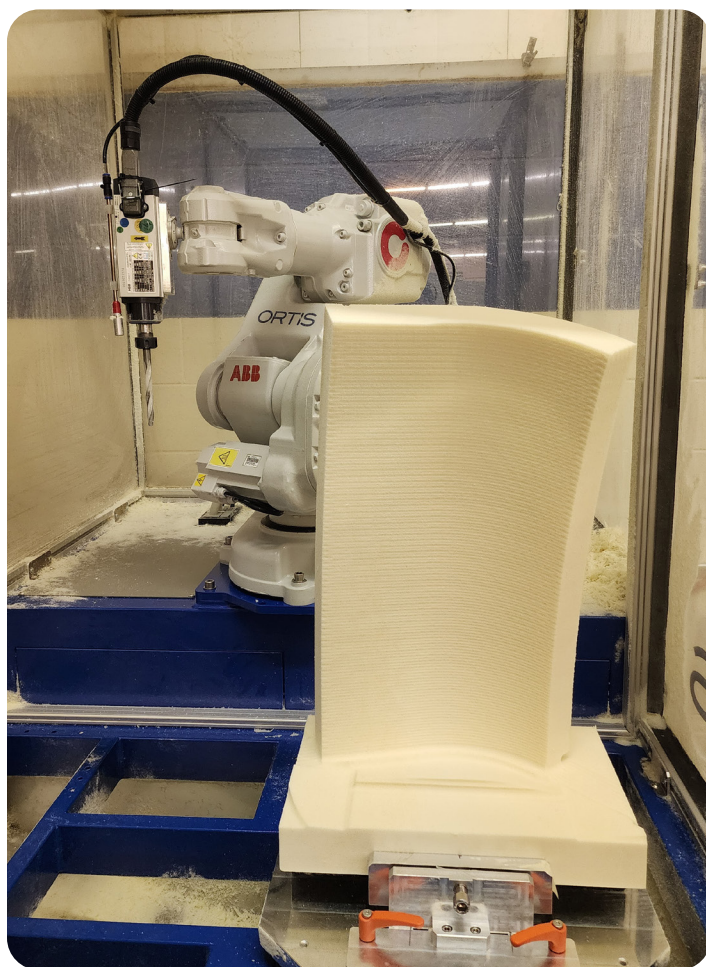
Built to work with your preferred materials, software, and production processes. For ISO, that meant the freedom to integrate the system seamlessly into existing workflows, without compromise and without annual software licensing or additional mandatory fees.

RESPONSIVE SUPPORT

Whether it's technical questions or production planning, ISO gets fast, clear answers from Roboticom's U.S.-based team. Real support, with no delay and no hoops to jump through.

"You don't want to get locked into a system that only looks good on day one. What matters is how well it supports you at year five."

Patrick Benton, Operations Manager
ISO Technologies



Learn More about ORTIS™:

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