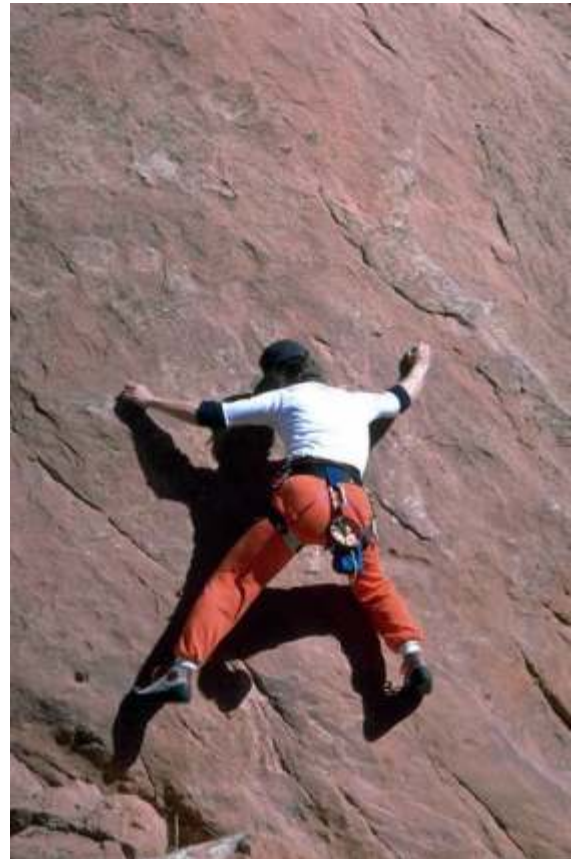# APS
Assured Path To Success
When Failure Is Not An Option

An Assured Path To Success™ Program for your Machine Vision Application

Machine Vision offers substantial benefits and challenges for automatic inspection applications. The challenges include:

- Getting over that "where to start?" hurdle to take your idea for automatic inspection / machine vision to the next stage.

- Defining an application and mission in a way that meets your requirements without accidentally triggering large costs.

- It is all-too-common for machine vision applications to fail. A closer review reveals that most "money-back guarantee" programs on DSP type units actually provide minimal assurance or protection of your actual investment.

- High long-term ownership costs and supportability problems.

FSI's 43 year tradition of manufacturing and supporting automation products for industrial customers has been incorporated into our Assured Path to Success™ (APS™) program. The APS™ program is a comprehensive mutual roadmap to success on machine vision applications. The program covers project inception through long-term ownership, and also provides a flexible technical "umbrella" which adapts to the intended roles of all parties involved.

FSI
Machine Vision

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The APS™ program stages are:

1. Expert assistance to get over that initial hurdle of taking your automatic inspection or machine vision idea to the next stage.

2. Consultation to develop a mission definition which best serves your needs and priorities without accidentally triggering large cost increases. This may include preliminary engineering reviews, lab testing, preliminary proposals, and development of initial and final written application definitions. FSI has the systems and know-how to organize this process and keep it moving forward.

3. Proposal and OK to proceed. The proposal includes an outline for either self-implementation (with training) and/or use of a FSI Certified Solution Provider.

4. Pre-engineering work by FSI Machine Vision in key areas to reduce overall costs and assure a path to success.

5. Shipment of a complete, factory-built, machine vision unit. Successful implementation and startup per the APS™ roadmap.

6. Implement APS™ plan to provide documentation and support of post-manufacture work, and successful long term operation and ownership.

Frequently Asked APS™ Questions

Is FSI Machine Vision acting as a turnkey or just an equipment provider under this program?

Actually, it is somewhere in between. Pricing is generally at or near "equipment only" pricing. We work closely with the customer and/or solution provider to provide solutions to any issues which might arise. We assure a path to success, but we do not take over implementation responsibility.

Why do the usual "money back guarantee" programs provide minimal assurance?   How is the APS™ program different?

A closer review reveals that the specifics of other approaches often don't match up to the impressions given, or to the APS™ program:

- Third party field partners, such as distributors, are often used to avoid (rather than augment) direct factory level commitment, technical involvement and application engineering. Not only does FSI's factory level involvement help make the project successful; it also demonstrates a greater investment & stake in the success of the application.

- When an application fails, under the typical "money back guarantee" programs, the manufacturer's only cost is often that of return of a lower cost/capability DSP-type unit. However, they have still obtained the benefit of the customer having irrevocably invested thousands of dollars in their own time learning their particular product.   This "win-win" situation for the manufacturer (even if the application fails) creates little incentive for assuring a viable approach before a customer invests their time in it. A typical situation is to give a "thumbs up" based on the obvious nature of the inspection while not learning or reviewing the more important factors such as part presentation, space constraints, and environment.

- Proper lighting, lighting geometry, and lensing are essentials for success, and their selection must be dictated by the main solution strategy and equipment. Leaving these important issues to a third party dramatically reduces technical scope, and provides an easy "out" when the application fails. A particular lighting manufacturer will generally consider only the 1 or 2 families of lighting that they manufacture. FSI's engineers will select from all 6 families of machine vision lighting.

How does the APS™ program relate to the FSI warranty? The APS™ program is separate from and in addition to our warranty.

Does failure to follow a provision of the program APS™ program cause it to become void? No. All areas clearly unrelated to the "departure" are not affected, and even in the affected areas it may be reinstated.

Does this Program Work? The APS™ program has achieved 100% success for 4 years! This is particularly noteworthy in a field where 40%-50% of all applications fail.

Where Do I Start? Contact FSI Machine Vision or your FSI Machine Vision representative to put the APS™ program to work for you!