

## OPPENT INCREASES MOBILE ROBOT TARGET ON THE MARKET

*Özgür Salih Mutlu - Regional Director of Oppent Middle East and Turkey declared: 'Our goal is to make Turkey the application centre for Oppent's mobile robot projects in the Middle East region.'*



*Özgür Salih Mutlu - Oppent Middle East and Turkey Regional Director*

### **Mr. Ozgur, we'd like to meet you...**

With pleasure. I am the *Regional Director responsible for the Middle East and Turkey at Oppent, an Italian company that offers intralogistics automation solutions*. I worked for many years as a Project Manager at the Naval Forces Command, and *I am about to complete my seventh year at Oppent*. I graduated in 1999 from Yıldız Technical University in Istanbul in the Department of Electrical Engineering; I then obtained a Master's Degree in the same department and a PhD from Dokuz Eylül University in Izmir (Turkey), in the Department of Electrical Engineering and Electronics.

### **Could we know your business planning?**

The first half of 2023 has been a busy period for us. Our business plan and target for Turkey and the Middle East countries is *ambitious and constantly aimed at increasing the number of intralogistics automation projects, both in the hospital and in the industrial sector.*

### **Your company started its activity in Italy in 1960 as a pneumatic tube production factory. It entered the mobile robot business in 2012. How did the decision to enter this market come about?**

Exactly, *since the 1960s Oppent has been offering its customers intralogistics solutions using various technologies and constantly investing to develop its products, including those related to pneumatic tube, a field in which it has become particularly qualified. Since 2012, thanks to the foresight and professionalism of our Management, we have invested in mobile robots, a sector with great international potential. By now, our Management has gained extensive experience, both professionally, with an average of 15 years in the sector, and within Oppent as a Team, as they have an experience in Oppent of an average of 10 years.*

### **What is Oppent global recognition in the mobile robot market?**

I can proudly say that for mobile robot production in the healthcare sector Oppent is one of the world leaders. We supply intralogistics solutions in a wide geographical area: *we are distributed in 22 countries, with 4 Regions covered, while maintaining centralised production in Italy. From North America to China, from Scandinavian countries to Oman, Oppent holds a leading position in the mobile robot sector, especially in the healthcare field, but with significant customers in the industrial sector as well.*

### **You have a very complete product portfolio, developed for different sectors and projects. May we have some information about your products and their main features and advantages of use?**

*Oppent's mobile robot platform is particularly comprehensive, thanks to our many years of experience in the sector. Each project and client has its own specificity and uniqueness, and we are able to respond flexibly to all customer requirements, allowing us considerable scalability in terms of production. In fact, we offer a significant number of mobile robot models, always guaranteeing high safety standards, as well as supporting integration with all types of customer hardware and software systems for traffic and fleet management.*

**2021 was an important year for Oppent. You opened a subsidiary in Germany, a pioneer country in the mobile robot market. May we have information on these developments?**

With the impact of the Covid-19 pandemic worldwide, there has been and continues to be an *explosion in demand in the healthcare sector for mobile robots, especially in Europe. To meet this requirement, our German subsidiary was opened in 2021, although we were already present in the hospital sector in Germany.*

**In 2022, you have developed a special fleet with 12 wheels and 4 vehicles for use in the healthcare sector. Can we have some information about your R&D processes and current technology?**

In addition to the continuous awarding of many projects all over the world, *our R&D team, which plans and produces our products, is constantly working at the highest level to provide the necessary developments to handle all the numerous projects quickly and efficiently. Thanks to these advances, Oppent's mobile robots are continuously improving in terms of hardware and software capabilities.*



*Examples of mobile robots designed and manufactured by Oppent*

**This year you opened another subsidiary in France in partnership with PGES. This branch, entirely dedicated to tautomated intralogistics solutions, will focus on the French, Swiss and Belgian markets. Are there any new developments on this front?**

*After more than 5 years of presence on the French market, thanks to the partnership with PGES, Oppent has decided to further expand its presence in a strategic market such as France by acquiring the assets of PGES and opening the subsidiary Oppent France. The partnership between Oppent and PGES began in 2017 with the aim of designing and producing automated intralogistics transport solutions in France, Switzerland and Belgium. A first result was immediately achieved with the Nouvel Hôpital d'Ajaccio (in France): since then, the number of requests for automated transport system installations has grown exponentially, both for the hospital sector and for major industrial companies.*

**What are Oppent future plans for the Turkish market? May we know your short, medium and long term investment plans?**

*Our goal is to make Turkey the application centre for Oppent's mobile robot projects in the Middle East region. The numerous ongoing projects, as well as medium- and long-term projects, may confirm that we have a particularly experienced team in Turkey. We are, in fact, responsible for all mobile robot projects in the Middle East region: we carry them out and successfully complete them, satisfying all market requirements.*

**Finally, something to add...**

*Thanks to our extensive mobile robot platform, we are successfully carrying out our automatic material handling projects between storage and production areas, including in some of the most prestigious factories in Turkey, as well as in the healthcare sector.*

We would like to thank you very much for Endüstri Medya's interest in Oppent and for this interview opportunity, Ms Ayşete.