Request for Proposal (RFP)

AI-Powered Physical Robots for Warehouses

1. Introduction
AI Robotware Oy is seeking proposals from qualified vendors for the planning and development of AI-powered physical robots designed to enhance efficiency and automation in warehouse environments. This RFP covers both the planning phase and an optional implementation phase for interested vendors.

2. Project Overview
The project aims to design and develop robotic systems capable of optimizing warehouse operations such as inventory management, order fulfillment, transportation of goods, and other automation tasks. The AI component will enable adaptability, learning, and predictive decision-making to improve operational efficiency.

3. Scope of Work
We invite proposals for two distinct phases:

A. Planning Phase (Mandatory)
- Feasibility study and analysis of warehouse automation requirements
- Concept design of AI-powered robots for warehouse tasks
- Definition of hardware and software requirements
- AI and machine learning framework recommendations
- Risk assessment and regulatory compliance considerations
- Roadmap and implementation plan, including estimated costs and timelines

B. Implementation Phase (Optional)
- Prototyping and testing of the robotic system
- AI model development and training
- Integration with warehouse management systems (WMS)
- Deployment, calibration, and performance monitoring
- Support and maintenance strategy

Vendors may submit proposals for only the planning phase or both phases. Preference may be given to vendors who can provide a full solution from planning to implementation.

4. Technical Requirements
- The robots should be capable of autonomous navigation, object detection, and manipulation.
- AI-driven decision-making to optimize efficiency and accuracy.
- Integration capabilities with existing warehouse systems and IoT devices.

- Compliance with industry safety and regulatory standards.
- Scalability to different warehouse sizes and operational needs.

5. Vendor Qualifications

Vendors should demonstrate:
- Experience in robotics, AI, and automation technology.
- Successful implementation of similar projects.
- Knowledge of warehouse operations and logistics.
- Team expertise in AI, robotics, and system integration.

6. Proposal Submission Requirements

Interested vendors must submit a detailed proposal including:
- Company profile and relevant experience
- Proposed approach and methodology
- Project timeline and milestones
- Cost breakdown (planning and implementation separately)
- Team composition and key personnel
- References from similar projects
- Optional additional recommendations or value-added services

7. Evaluation Criteria

Proposals will be evaluated based on:
- Technical expertise and innovation
- Feasibility and scalability of proposed solutions
- Cost-effectiveness and value for money
- Project timeline and implementation plan
- Vendor's experience and references

8. Submission Deadline & Contact Information

Proposals must be submitted by 31.3.2025 to:
John Testing, john.testing@airobotware.com

For further inquiries, please reach out before 20.3.2025.
We look forward to receiving your proposals.