

Eight seconds can erase the gap.

A \$100,000 robot-price advantage can be smaller than one brief human rescue.

\$100,000 payment gap × 3,600 seconds

1.47m accepted moves × \$30.50 per human hour

Result	→ 8.04 seconds per accepted move
Meaning	→ Extra human time that absorbs the gap
Status	→ Scenario threshold; not observed performance

Translate the invoice into accepted work and intervention time.

The denominator changes the question.

A contract total says what was paid. Accepted work says what the payment bought.

01**Attempts**

How many moves did the robot start?

02**Acceptance**

How many moves met the workflow rule?

03**Rescue**

How much human time completed the work?

Full cost per accepted move includes vendor payments, customer labor and downtime.

Count the work that survived failure and rescue.

More throughput. Less room for rescue.

The same \$100,000 is spread over more accepted moves as the assumed tote rate rises.

EXTRA HUMAN TIME THAT ABSORBS THE GAP

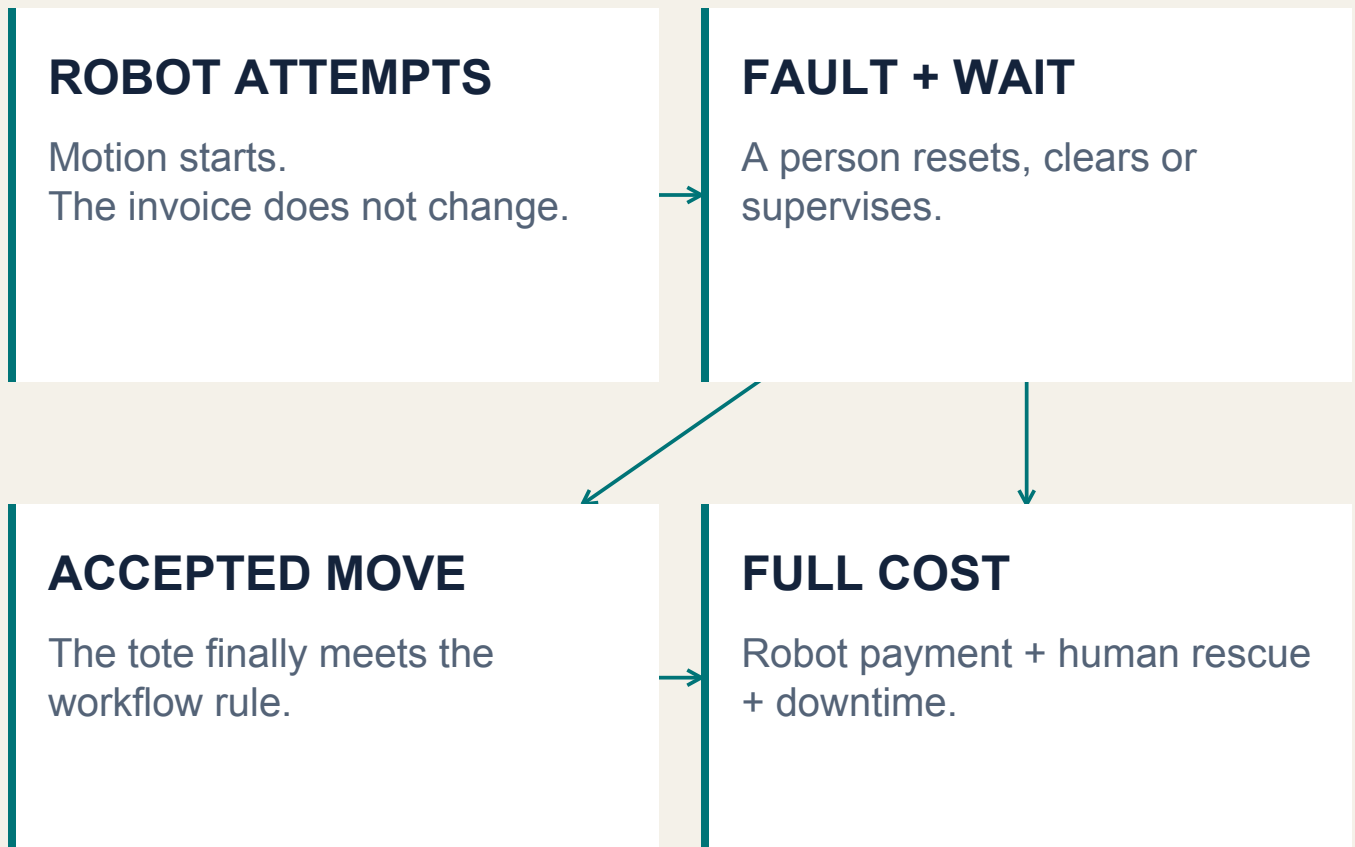


All three cases use 120 scheduled hours a week, five years, 80% productive utilization, 98% success and \$30.50 per human hour.

Fast robots make tiny interruptions economically visible.

Human rescue hides outside the robot invoice.

A supplier bill can stay unchanged while the customer's operating cost rises.



Intervention examples are a measurement frame. No matched RaaS-versus-ownership intervention result is public.

Put invisible labor back into the same ledger.

The contract moves risk as well as cash.

A higher service price may transfer maintenance and asset-life exposure. A lower ownership price may retain it.

RAAS

Supplier keeps the asset

Robot, software and support bundled

Lower upfront customer capital

Supplier exposed to service and replacement

OWNERSHIP

Customer buys the asset

Lower illustrative five-year payment

Software and support still recur

Customer may retain more asset-life risk

Public materials do not provide a matched customer cash schedule or enough service data to price the risk transfer.

The cheaper invoice is not automatically cheaper work.

Put a small clock beside every pilot.

Five fields turn a demonstration into a comparable operating record.

FIELD	RECORD	WHY IT MATTERS
Time	Scheduled + productive	Separates availability from work
Moves	Attempted + accepted	Keeps failure in the denominator
Rescue	Intervention + recovery seconds	Makes borrowed labor visible
People	Role + loaded labor cost	Prices the human contribution
Risk	Repair + replacement + downtime owner	Compares contract scope

Use one workflow and one acceptance rule on both sides.

Eight seconds is a flashlight, not a forecast.

It shows how little hidden labor can rival a six-figure headline across nearly 1.5 million accepted moves.

VISIBLE QUESTION

Which contract is \$100,000 cheaper?

Which contract buys accepted work?

Put the tote, the fault and the person who rescues it into one ledger.

Research only · No investment, procurement or deployment action

Count the person walking across the warehouse.