

Autonomous Cleaning Robots — Pilot Readiness Checklist

A working document for facility and operations teams evaluating whether a paid pilot deployment makes sense for your site. No commitment implied — this is scoping homework, not a sales form.

1 — Does your facility fit the profile?

Best fit: large, open, hard-floor, high-traffic venues with hygiene or compliance reporting needs. Poor fit: small, cluttered, or carpet-heavy spaces.

- ☐ Cleanable hard-floor area is roughly 3,000–10,000 sqm
- ☐ Floors are hard-surface (tile, polished concrete, epoxy) — not primarily carpet
- ☐ Layout is relatively open — not dominated by narrow, cluttered aisles
- ☐ Facility type: mall / hospital / airport / hotel / warehouse / corporate campus / transit hub
- ☐ Cleaning runs could be scheduled during off-hours or overnight

2 — What do you need to prove or track today?

- ☐ You need to demonstrate cleaning consistency to auditors, infection-control, or FM leadership
- ☐ Current cleaning records are manual, inconsistent, or hard to verify
- ☐ You want per-run coverage data (what was cleaned, when, how thoroughly)

3 — Operational context

- ☐ You know your current manual cleaning team size and shift pattern
- ☐ You have (or can get) a rough facility floor plan
- ☐ You've identified who owns the facility-management or FM-software relationship
- ☐ You understand this augments a cleaning team — it does not replace one

4 — The commercial facts, as published

PILOT STRUCTURE

4–8 weeks, paid

Proof-of-coverage before any scale commitment.

CAPEX PRICING

~\$15K–60K / unit

Plus AMC of roughly 10–12% of hardware value / year.

RAAS PRICING

~\$900–2,500 / unit / month

Hardware, software, and service bundled.

REAL-WORLD THROUGHPUT

50–70% of rated coverage

Plan capacity on the lower number, not the spec-sheet figure.

5 — What happens in a pilot

- ☐ Facility assessment and mapping
- ☐ Route configuration for your specific layout
- ☐ Staff training on daily operation and dock/charge cycle
- ☐ Coverage record review against your success criteria
- ☐ A scoped decision: scale, adjust, or stop — no default renewal pressure

Next step: if most boxes above are checked, the fastest path is a 30-minute assessment call — no prepared deck required. Bring what you know about facility size, floor type, and what you need to prove.
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