The win-win outcomes of OMRON's and Clemvision's partnership

FOR OMRON:

01 Improved Sales

OMRON had been keen to build an ecosystem of local partners to help it streamline its go-to-market strategies across the region. With Clemvision providing local support, OMRON was able to close several sales deals, underscoring the value of its 3D Vision System to customers.

02 Co-Development of Products

The partnership between the two companies resulted in new products that expanded the customer base for both sides. OMRON appreciated the innovative enhancements that a smaller and more agile set-up like Clemvision was able to provide.

03 Talent Development

Together with Clemvision, OMRON has contributed to Continuing Education and Training courses to upskill and reskill the workforce, particularly in Industry 4.0 practices. Staff from both companies have mentored final-year students at Republic Polytechnic, providing them exposure to innovative and high-tech industrial systems that will hold them in good stead to take on manufacturing jobs of the future.

FOR CLEMVISION:

04 New Capabilities

Drawing inspiration from OMRON, Clemvision has scaled up its AI R&D efforts by working with the Singapore Institute of Technology, and was able to expand its product line. Clemvision continues to partner OMRON, and its AI solutions for vegetable growth, fish rearing and insect detection, among others, now form part of OMRON's offerings to secure both industry and institutional projects.

05 New Service Offerings

With the experience and learnings from being OMRON's preferred partner, Clemvision was able to branch out and be a consultant to fellow SMEs, offering advice in automation, agriculture, aquaculture, and AI.

06 New Knowledge

By working with an MNC, Clemvision has gained valuable market insights, including consumer preferences, industry trends, and market entry strategies. Clemvision's engineers have become more knowledgeable and can contribute more during a project's initial planning and design stage. This has led to increased trust among customers, enhancing Clemvision's visibility and credibility in the industry.