

The buyable answer is a fixed cobot cell, not a humanoid

Prepared for Sample client • Restacking empty milk crates and grey totes in reverse logistics, single US site (the US Midwest)

THE SHORT ANSWER

Tesla Optimus Gen 2, the robot you arrived at, cannot be bought: Tesla sells no units, publishes no price, and reported to the SEC that mass production had not started as of Q1 2026, so the public \$20,000 to \$30,000 figures are aspirations, not quotes. Restacking empty crates and totes is a proven application for a fixed collaborative arm cell, a device class the FCC's new Covered List entry expressly excludes. Your stated band of under US\$50,000 buys the complete hardware for a DOBOT CR10 cell integrated by your own engineers; a turnkey pilot realistically runs US\$90,000 to US\$160,000 all-in in year one, depending on platform.

1 • Your requirements, as we scoped them

Task	Destack and restack empty milk crates and grey totes returning through reverse logistics; stage finished stacks for pickup. Taken from your enquiry of 22 May.
Payload	Empty milk crate approx. 1.3 to 2.0 kg; empty grey tote approx. 1.5 to 3.0 kg; heaviest handled unit under 5 kg; stack heights up to approx. 1.4 m (all assumed, confirm at intake). A crate and tote gripper adds 2 to 4 kg at the wrist.
Throughput	Not captured at enquiry. Working assumption: 4 to 6 units per minute sustained across a shift (assumed, confirm at intake).
Environment	Indoor backroom or distribution center, ambient. Dairy-adjacent zones may be cool and damp; no washdown assumed (assumed, confirm at intake).
Integration	Standalone cell; stacks delivered and removed manually; no conveyor, WMS or PLC handshake (assumed, confirm at intake).
Deployment country	United States (the US Midwest).
Units and timeline	One pilot cell; timeline exploratory (your enquiry).
Budget band	Under US\$50,000 stated at enquiry. Section 4 sets out what that band actually buys.

Confirm or correct any row on the review call; the shortlist holds only as long as the requirements do.

2 · The shortlist: three platforms that can do this

Scored from 227 tracked platforms. Full scoring table in the appendix. Every spec below carries a source; sources listed on page 4.

UR10e · Universal Robots

BUY TODAY

The default platform for cobot stacking and palletizing cells, with payload and reach that clear a gripper plus your heaviest tote with margin. It carries the deepest US integrator and spares bench of any arm we track, which matters more than sticker price once a pilot has to scale beyond one backroom.

PAYLOAD	LEAD TIME	INDICATIVE PRICE	DEPLOYED AT
12.5 kg · 1300 mm	Distributor stock, weeks	US\$45,000-58,000 arm only	Scaled worldwide; stacking and palletizing are standard UR applications

Not this: The arm alone absorbs your stated US\$50,000 band before a gripper, a stand, or a single day of integration. Budget the cell, not the sticker.

DOBOT CR10 · Dobot

BUY TODAY

Matches the UR10e's 1300 mm reach and gives up 2.5 kg of payload you do not need for empty crates, at roughly half the arm price. That gap is what makes a hardware-complete cell possible near your stated band, provided your own engineers carry the integration.

PAYLOAD	LEAD TIME	INDICATIVE PRICE	DEPLOYED AT
10 kg · 1300 mm	Import, 4-8 wks indic.	US\$24,000-33,000 arm only	Paid deployments via regional integrators (RoboZaps register)

Not this: US support runs through whichever distributor you pick, not a factory bench. Spares depth and response times are a real step down from Universal Robots if this scales.

Digit · Agility Robotics

PROGRAM, NOT PURCHASE

The one humanoid with a paid, audited record on exactly this work: Digit has moved more than 100,000 totes at GXO's Spanx distribution center under a robots-as-a-service agreement, orchestrated through Agility Arc. It is the honest version of the robot you came looking for, and it is priced and sold nothing like it.

PAYLOAD	LEAD TIME	INDICATIVE PRICE	DEPLOYED AT
16 kg (35 lb official)	Program intake, quarters	On application, six- figure class	GXO (Spanx DC, Georgia), 100,000+ totes under RaaS

Not this: Not a sub-US\$50,000 buy and not a single-station tool. Digit earns its cost across multiple workflows in a large DC, and Agility deploys it as a managed program, not a crate you unbox. Comparable full-size logistics humanoids carry press-estimated six-figure unit costs (band from comparables, not a quote).

3 • Regulatory status per model

US deployment (the US Midwest). On 28 July 2026, foreign-produced advanced robotic devices joined the FCC Covered List. DA 26-786 Appendix C excludes fixed articulating, parallel/delta, Cartesian/gantry and SCARA arms from the entry's scope. RoboZaps register last checked 30 July 2026.

MODEL	STATUS	REFERENCE
UR10e	Outside the Covered List entry's scope: a fixed articulating cobot arm is excluded from the advanced-robotic-device definition, so the entry does not reach it.	DA 26-786 App. C; RoboZaps register, checked 2026-07-30
DOBOT CR10	Outside the Covered List entry's scope on the same fixed-arm exclusion. The exclusion is device-class based and is not changed by Chinese manufacture.	DA 26-786 App. C; RoboZaps register, checked 2026-07-30
Digit	No authorization found. Our sweep of the FCC OET applicant index locates no equipment authorization under Agility Robotics; an absent record is not proof none exists, because manufacturers file under their legal entity. Confirm the FCC ID on the specific unit during program intake.	FCC OET applicant index, swept 2026-07-30

Findings reflect the public authorization record at the date of this brief and are sourcing due diligence, not legal advice.

4 • What a pilot actually costs

End-to-end ranges for a single-unit pilot of the recommended platform, stated so you can take them to management.

Hardware	UR10e arm US\$45,000-58,000 (distributor-quoted band, RoboZaps price register); crate and tote gripper, pedestal, area scanner and cell hardware US\$10,000-20,000 (band from comparable cobot stacking cells). Subtotal US\$55,000-78,000.
Application engineering	US\$8,000-15,000 (band from comparable single-cell programs): cell layout, gripper selection, and a cycle-rate proof on your actual crates and totes before anything ships.
Integration and commissioning	US\$25,000-40,000: installation, collaborative safety risk assessment and validation, operator training, and 30 days of hypercare. RoboZaps quotes this scope as a fixed price once requirements are confirmed.
Freight and logistics	US\$1,500-4,000 domestic (indicative band; fixed at quotation).
First-year support	From US\$1,950 per month (US\$23,400 first year): remote first-line support, quarterly preventive site visits, next-business-day dispatch.
Pilot total, indicative	US\$115,000-160,000 first year, all-in (UR10e route). DOBOT CR10 route: US\$90,000-135,000.

Against your stated band: under US\$50,000 buys the complete hardware set for the CR10 route, with integration carried by your own controls engineers. No platform we track delivers a turnkey restack cell inside that band; treat US\$90,000 and up as the honest turnkey number.

Excludes site preparation and safety guarding, taxes and duties, and PLC or WMS integration beyond a standard signal handshake. Formal quotations come from the selected supplier; RoboZaps site services are quoted separately.

5 - Recommendation and next step

Pilot a UR10e restack cell. It is the platform the the US Midwest integrator bench knows best, its payload and reach margins absorb the surprises intake usually turns up, and a working pilot transfers cleanly to more sites because the ecosystem is everywhere. If the sub-US\$50,000 cap is hard, the DOBOT CR10 hardware route with your own engineering carrying the integration is the one honest way to stay inside it, and the requirement pack will say so plainly. Keep Digit in view only if the ambition becomes a multi-workflow humanoid program at DC scale. Do not wait for Optimus: there is nothing to buy, no price to plan against, and no support organization behind it today.

Book the 30-minute review call and bring corrections to any assumed row in section 1, especially crate and tote weights, stack heights, and the rate the cell has to hold. We will then issue the requirement pack to two or three shortlisted suppliers and integrators for firm quotations you can put in front of management.

IF YOU PROCEED THROUGH ROBOZAPS

This brief's fee is credited in full against RoboZaps' fee on any procurement we facilitate. Where RoboZaps would earn a supplier-side commission on a resulting purchase, we disclose it before you commit.

Appendix A - Scoring table

CANDIDATE	TASK FIT	AVAILABILITY	COST	SUPPORT	TOTAL
UR10e (Universal Robots)	3	3	1	3	10
DOBOT CR10 (Dobot)	3	3	2	2	10
UR20 (Universal Robots)	3	3	0	3	9
ABB GoFa (ABB)	1	3	2	3	9
DOBOT Nova 5 (Dobot)	0	3	3	2	8
Kinova Link 6 (Kinova)	1	3	2	2	8
Digit (Agility Robotics)	3	1	0	2	6
Apollo (Apptроник)	2	1	1	1	5
Stretch (Boston Dynamics)	1	2	0	2	5
Walker S2 (UBTECH)	2	1	0	1	4
Optimus Gen 2 (Tesla)	1	0	0	0	1

Axes scored 0–3 against the section 1 requirements. Third shortlist slot: the 9–point platforms either duplicate the UR10e answer in the same product family (UR20) or sit at the payload and reach margin for this task (GoFa, Nova 5); the slot goes to the strongest humanoid candidate because that is the question this enquiry arrived with, scored honestly above.

Appendix B - Sources

RoboZaps robot register API (robozaps.com/api/v1/robots), retrieved 5–6 August 2026: prices, payload, reach and deployment stage for all 227 tracked platforms. · Universal Robots product documentation via the RoboZaps verified–fact register: UR10e 12.5 kg payload (2022 upate), 1300 mm reach; UR sells through distributors with no public list price, so UR prices are distributor–quoted bands. · Dobot CR–series brochure (D230308) via the register: CR10 10 kg payload, 1300 mm reach. · Tesla Form 10–Q for the quarter ended 31 March 2026 (SEC EDGAR): Optimus mass production not started, no availability or pricing. · Agility Robotics official Digit page (35 lb capacity, 4 h battery) and Agility and GXO announcements, including 100,000+ totes moved at GXO under the RaaS agreement. · FCC DA 26–786 Appendix C and the Covered List addition of 28 July 2026; RoboZaps FCC OET sweep last checked 30 July 2026. · Integration, commissioning and support ranges: RoboZaps deployed–program pricing, quoted fixed after intake. · Tooling, freight and lead–time figures are indicative bands from comparable programs, labelled as such in the text, and are fixed at quotation.