INDEPENDENT ENGINEERING CONSULTING / 2026

INDUSTRIAL AUTOMATION & ROBOTICS ENGINEERING

Technical clarity for complex industrial projects.

Independent engineering support across automation, robotics and industrial systems.



ASSESS · SELECT · ENGINEER · DELIVER · OPTIMIZE

DIMITAR ČAMINSKI

Robotics Solution Architect & Technical Project Manager

INDEPENDENT ENGINEERING ADVISORY & DELIVERY

Technology selection / solution architecture / technical project leadership / commissioning

Independent engineering.
Decisions that fit.

Independent engineering support for industrial clients, machinery buyers, manufacturers and integrators: from investment assessments, equipment selection and supplier coordination through technical delivery and long-term operations.

ROBOTICS & INTELLIGENT AUTOMATION

Industrial and collaborative robotics, AMR/AGV, quadruped and legged robots, service platforms and system integration.

MACHINING & INDUSTRIAL PROCESSING

CNC machining, laser/plasma cutting, industrial processing, fabrication and production equipment.

EQUIPMENT SELECTION & PROCUREMENT

RFQ preparation, supplier sourcing, technical/commercial comparisons, negotiations and contracting support.

TECHNICAL PROJECT DELIVERY

Solution engineering, engineering teams, commissioning, FAT/SAT, operational readiness and handover.

INVESTMENT & TECHNOLOGY DECISIONS

Engineering feasibility, ROI, CAPEX/OPEX, total cost of ownership and investment-payback assessments, with assumptions documented.

OWNER'S ENGINEERING & DELIVERY

Act as the client's appointed technical representative: coordinate suppliers, review requirements, monitor delivery and advise on acceptance.

Assignments may be standalone advisory services, a defined delivery phase, or a complete project with agreed post-commissioning support.

Three engineering roles.
One integrated approach.

Work as a solution architect, as a client-appointed technical representative/project leader, or as a commissioning lead—individually or as an agreed combination.

01 SOLUTION ARCHITECT & TECHNICAL ADVISOR

Translate business and operational needs into functional requirements, compare technical solutions, define interfaces and review engineering decisions.

Outputs: concept, specifications, evaluation and technical decision record.

02 TECHNICAL PROJECT MANAGER & OWNER'S ENGINEER

Represent the client within an agreed mandate; coordinate engineering teams, suppliers, schedules, project risks, contract requirements, technical reviews and acceptance recommendations.

Outputs: execution plan, supplier reviews, progress reports and acceptance advice.

03 COMMISSIONING MANAGER & SITE TECHNICAL LEAD

Coordinate installation readiness, configuration, troubleshooting, FAT/SAT, commissioning, start-up and structured operational handover.

Outputs: test plan, commissioning procedures, issue log and handover pack.

Eight service lines.
One delivery partner.

From technology, investment and procurement decisions to engineering, technical representation, commissioning and long-term performance.

01 **ENGINEERING ADVISORY & TECHNICAL FEASIBILITY**

Engineering assessments, GO/NO-GO reviews, risk analysis, ROI and payback scenarios.

02 **EQUIPMENT SELECTION, SOURCING & PROCUREMENT**

Machine/robot selection, technical RFQs, offers, suppliers, negotiations and contracting support.

03 **ROBOTICS, AUTOMATION & SYSTEMS ENGINEERING**

AMR/AGV, industrial, collaborative and legged robotics; system concepts and specifications.

04 **INDUSTRIAL MACHINERY & PROCESSING ENGINEERING**

CNC, production and industrial processing systems; equipment evaluation and implementation.

05 **TECHNICAL PROJECT MANAGEMENT & OWNER'S ENGINEERING**

Client technical representation, suppliers, project controls and acceptance recommendations.

06 **SYSTEMS INTEGRATION & INDUSTRIAL DIGITALIZATION**

Engineering coordination across machines, PLC/HMI and ERP/WMS/MES system interfaces.

07 **FUNCTIONAL SAFETY, FAT/SAT & COMMISSIONING**

Risk/safety support, validation, tests, start-up, technical troubleshooting and handover.

08 **PERFORMANCE, TRAINING & TECHNICAL SUPPORT**

OEE, availability, process optimization, technical training and ongoing support.

Functional safety and conformity services are provided within the applicable professional and legal authority. Supplier-linked remuneration is disclosed where relevant.

The right equipment.
For the real process.

An equipment purchase is both an engineering and an investment decision. Advice can extend from technical requirements to financial comparison, suppliers and contracting support.

01 DEFINE THE REQUIREMENT

Operational objectives, process constraints, throughput, footprint, budget and selection criteria.

02 EXPLORE THE MARKET

Identify suitable technologies, machine types, robotics options, manufacturers and integrators.

03 PREPARE & MANAGE THE RFQ

Build technical specifications, RFQ packages and structured supplier clarification questions.

04 TECHNICAL & FINANCIAL COMPARISON

Assess performance, compatibility, CAPEX/OPEX, TCO, ROI, payback, service and delivery risks.

05 SUPPORT NEGOTIATIONS

Discuss technical and commercial conditions, scope gaps, acceptance, warranty and delivery expectations.

06 RECOMMEND & SUPPORT CONTRACTING

Document preferred options, selection rationale and technical contractual requirements.

INVESTMENT & PROCUREMENT OUTPUTS

Requirements / RFQ and bid matrix / supplier shortlist / CAPEX-OPEX and ROI-TCO model / risk register / technical contract review.

From assessment to operational value.

Select a single work package or engage for a complete technical lifecycle with appropriate specialist resources and external teams.

01

ASSESS

Evaluate feasibility, engineering risks, ROI, CAPEX/OPEX, TCO and operational requirements.

02

SELECT

Evaluate technologies, prepare RFQs, compare suppliers and support the purchase decision.

03

ENGINEER

Define the system concept, interfaces, technical scope and acceptance criteria.

04

DELIVER

Coordinate implementation, installation, FAT/SAT, commissioning and handover.

05

OPTIMIZE

Provide post-commissioning reviews, troubleshooting, training, OEE and ongoing technical support.

FLEXIBLE ENGAGEMENTS

Single-stage assessments · full project ownership · client technical representation · on-site missions · post-commissioning retainers.

Real-world experience.
Across technologies.

Experience at the intersection of engineering, equipment evaluation, project execution and industrial operations.

ROBOTICS & INTELLIGENT AUTOMATION

Multi-axis industrial robots, collaborative robotics, mobile AMR/AGV platforms, quadruped and legged robots, service robots and integration concepts.

MACHINING & INDUSTRIAL PROCESSING

CNC machine tools, laser/plasma cutting, fabrication, process equipment, configuration, installation, diagnostics and training.

AUTOMATED PRODUCTION & PACKAGING

End-of-line packaging, case handling, conveyors, robotic palletizing, production-line integration and commissioning.

MANUFACTURING PERFORMANCE & SAFETY

Production analysis, OEE, throughput, cycle time, troubleshooting, technical risk reviews and machinery-safety support.

INDUSTRIAL & ENTERPRISE SYSTEMS

ERP/WMS implementation coordination, production-system requirements and software-to-equipment interface management.

CLIENT-FOCUSED DELIVERABLES

Feasibility and ROI/TCO assessments; RFQs and bid comparisons; engineering concepts; risk registers; FAT/SAT, commissioning, training and post-startup support.

Let’s define the next engineering decision.

Whether you are choosing a machine, planning a robotics application or delivering an industrial project, start with a focused conversation about requirements, risks and the decision ahead.

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SCAN TO CONNECT

ADVISORY / PROCUREMENT / OWNER’S ENGINEERING / DELIVERY / AFTERCARE

Commercial arrangements may be client-funded, supplier-funded or mixed; any relevant supplier remuneration or conflict of interest is disclosed. Duties and formal approvals follow the agreed mandate and applicable law.