GUILD AUTOMATION

On-Demand Electrical & Software Support

Your full-service technology integrator for industrial vehicle control systems.

Smart solutions to keep your product roadmaps on schedule.

Guild Automation is a full-service integrator specializing in custom software and electrical systems for industrial vehicles. Our team has 50+ years of combined experience supporting OEMs in North America.

Own Your IP

All innovations remain yours. Every line of code, schematic, and design file we generate is 100% yours upon delivery.

- Complete IP Rights
- Final Source Delivery
- No Hidden Licensing

Protect Proprietary Info.

We handle your sensitive data with rigor. Your technical assets remain confidential, internal, and secure.

- Strict NDA Protocols
- Isolated Data Silos
- Encrypted Communication

No Knowledge Loss

We ensure your team maintains full visibility and control over everything we create.

- We use your tech stack
- Unified Design History
- Optional team training

Reduce Dependency

We prioritize your goals, not a specific vendor. We work with the best components to ensure your machine succeeds.

- Vendor-Neutral
- Client-First Integration
- Machine-specific design

Outsourcing CAN be this easy. Reach out for your complimentary consultation and see how we can support your engineering team today.

info@guildautomation.ca

Winnipeg, MB CANADA   guildautomation.ca   LinkedIn: company/guild-automation

✖ YOUR CHALLENGES, OUR SOLUTIONS.

Short on embedded depth? Deadlines looming? Functional safety making you nervous? We integrate with your team to design, build, and ship robust systems for your off-highway vehicles. From HMI to embedded software to wire harnesses, we have you covered with 50+ years of combined experience supporting OEMs in North America.

A FEW WAYS WE SUPPORT:

01 **Custom HMI & Displays**
Iterative design, multi-step feedback, and full implementation.

02 **Embedded Software**
Architecture, prototyping, development, automated testing, production releases, and ongoing support.

03 **Automated Testing**
Unit testing for firmware, HIL for embedded systems, and full-system/vehicle tests.

04 **RTDT: Real-Time Digital Twins**
Digital models that work in tandem with the real machine using a high-speed remote connection.

05 **Electrical System Design**
Architecture, component selection, sourcing, schematics, drafting, wire harness design, and procurement.

06 **Functional Safety & Compliance**
FMEA, hazard analysis, documentation, and certification support, with practical workflows and templates.

07 **Technical Training**
On-site workshops to level up your existing engineering team on new control technologies.

08 **Engineering Systems**
Custom solutions to integrate, streamline, and automate your internal tools and processes.

09 **Hands-on Testing**
Full-service site visits to configure, monitor, and refine prototypes.

A FEW OF OUR SPECIALIZATIONS:

CAN, J1939, ISOBus, C/C++, PLUS+1, embedded Linux, TCP, Qt/qml, functional safety, FMEA, Python, AI, machine learning, computer vision

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The team at Guild Automation do tremendous work, are great communicators, & are fully invested in the business they conduct!

Jeff Coplan, Yetter Sales/Service

GUILD
AUTOMATION

Working With Our Team

We make outsourcing easy.
Here's how.

THE PROCESS:

Bringing an outside team on shouldn't be a headache. At Guild, we treat your challenges as our own. We act as a seamless extension of your internal engineering department—integrating into your workflows, respecting your design standards, and delivering high-performance results without the friction of traditional outsourcing. We provide the specialized engineering capacity you need to accelerate your project timelines and reach your production milestones faster.

Discovery

We take the time to understand your specific ecosystem—your current tech stack, your team's bottlenecks, and the unique operating environments of your machinery. Whether on-site or remote, we align our engineering approach with your business goals.

- **Project Scope & Tech Stack:** Defining the functional requirements and technical parameters.
- **Safety & Regulatory Alignment:** Mapping out required compliance standards (e.g., ISO, SAE).
- **System Integration:** Ensuring compatibility with your existing hardware and software architecture.
- **Communication Protocols:** Establishing clear reporting lines, cadence, and decision-making frameworks.
- **Clarity on Deliverables:** A comprehensive quotation with clearly defined milestones, uncertainty buffers, and success metrics—all for your approval.

Onboarding

We believe in hitting the ground running, not getting bogged down in administrative overhead. Once the scope is approved, our onboarding is designed to integrate us into your team immediately.

- **Synchronized Kickoff:** Aligning our people with lead stakeholders to establish clear communication channels and environment access.
- **Workflow Integration:** Adopting your documentation, version control, and design standards, ensuring our deliverables look and perform like they were built in-house.
- **Technical Deep-Dive:** A rapid knowledge transfer to get our team up to speed on your legacy systems, proprietary hardware, etc.

Development

Tailored to the rigorous demands of off-highway vehicle systems, we build with the end-product in mind. This means we ensure our work is not only functional but maintainable and scalable for your future product roadmaps.

- **Robust Technical Execution:** Ensures durability and future scalability.
- **Iterative Cycles:** Agile sprints with constant feedback loops.
- **Full Transparency:** Consistent status updates and comprehensive design logs.

📞 **info@guildautomation.ca**

Delivery & Hand-off

Our goal is a clean, documented transition that leaves you in full command of your product.

- **Full IP Transfer:** All source code, CAD files, and schematics belong to you.
- **Comprehensive Documentation:** Full technical docs, design logs, and test results, ensuring your internal team can support the system long-term.
- **Knowledge Transfer:** Optional team training or "over-the-shoulder" support to ensure your staff is fully trained on the final deliverables.
- **Ongoing Partnership:** Flexible retainer or hourly support options for optimization, troubleshooting, or rapid response to sudden capacity gaps.

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> What really stood out was their responsiveness and practical, real-world approach. They didn't just provide code—they made sure the system was stable, compliant, and easy to use.
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> **Equipment Manufacturer (NDA)**
> New Product Development

PRICING

Pricing shouldn't be confusing. At Guild Automation our pricing is transparent, so you know exactly what you are getting.

Hourly Rates
Range between $75-$150 USD ($100-$200 CAD) per hour, depending on level of expertise.

Fixed-Price
Available after a paid, time-boxed scoping project. Includes a 10–20% uncertainty buffer.

Time & Materials
We provide transparent billing, monthly invoices, flexible and scalable to meet your needs.