



# Costs? Decrease them!

Thoroughgoing use of Festo products and services will reduce your total cost of ownership by approx. 50%.

## Taking a detailed look at overall costs

When considering the overall costs of a system or machine, you must never only just look at the cost of materials or components. If you take a critical look at the overall costs, then the cost of materials and components only represent a fraction of the overall costs. A practical example clearly illustrates this.



### Cost calculation for 680 cups of coffee per month

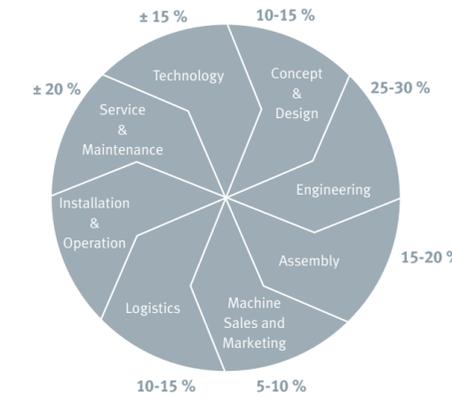
Coffee powder	€ 92.00
Milk	€ 5.00
Sugar	€ 2.50
Coffee filters	€ 1.00
De-scaling	€ 1.50
Subtotal	€ 102.00
Staff	€ 100.00
Operation	€ 5.00
Energy	€ 32.00
Contingency	€ 8.00
Total costs	€ 247.00

■ Product costs  
■ Additional costs

## Cost analysis\*

Analysis of total costs: "TCO — Total Cost of Ownership" was developed in the 1980s and tested in practice. This analysis helps users to more effectively estimate their actual costs.

The results of this analysis show that the costs of materials and components are secondary when taking an overall view.



\* Source: Erasmus University, Netherlands

## Cost drivers when developing and building a machine, equipment or system

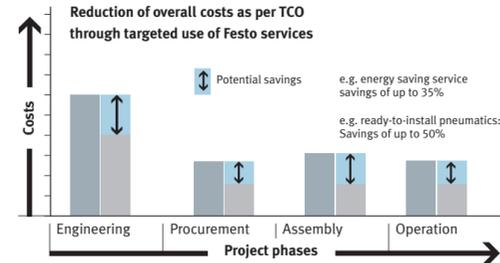
### Cost drivers

- Finding the right components
- Dimensioning of drives
- Drawing of circuit diagrams
- Incorporation of individual components into an overall construction
- Ordering procedures
- Assembly and commissioning
- Service and maintenance of systems
- ... and much more

### This is how you can reduce your costs

- Simple and quick product selection with ProPneu and other software packages:
  - Tubing selection
  - Gripper selection
  - Shock absorber selection
  - Valve technology etc.
- Save time and money when drawing circuit diagrams with Fluid Draw
- Easy ordering via the Internet
- Quick commissioning thanks to pre-assembled units
- 2D/3D drawings
- Complete solutions

With Festo you have a partner who will help you to drastically reduce your overall costs.



## Engineering

### Save costs

### Save time

### Increase process reliability

### Concept



- #### Software tools
- Quick and simple design
  - Quick product selection

#### Support via

- Internet
- CD-ROM

#### Save time

from the initial idea right up to operation



### Catalogue on CD-ROM & via the Internet

- More than 23,000 products
- Available in 23 languages
- Paper catalogue also available in PDF format
- Inclusive of all spare-parts lists
- Print and export function



### Your benefits:

- Save time and costs
- Quicker ordering
- Improved process reliability in the documentation

### 3D models and 2D drawings

- Approx. 80 CAD formats
- 45 native formats: Catia, IDEAS, Pro/ENGINEER, SolidWorks, UNIGRAPHICS ...

## Supply chain

### Quality and innovation



### Easy to buy

- Festo product catalogue inclusive of accessories
- Check of price and availability
- Management of shopping basket
- Online ordering
- Order confirmation
- Order tracking

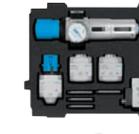
### Find the right product faster

- Valve production in Esslingen (Berkheim)
- Festo customer service centre and cylinder production in St. Ingbert (Rohrbach)
- International production in Brazil, Bulgaria, China, Czech Republic, Hungary, India, Korea, Singapore, Switzerland, Ukraine, USA.
- Customer-specific manufacture in over 26 countries



## Assembly

### Assembly services



### PrePack

- Reduced ordering costs
- Low logistics costs
- Low storage costs

### PreAssembly

- Reduced ordering costs
- Low logistics costs
- Low storage costs
- Reduced assembly costs

### Ready-to-install

- Reduced ordering costs
- Low logistics costs
- Low storage costs
- Reduced assembly costs
- Increased reliability
- Guarantee for an entire system
- Reduced design costs
- Festo plug and work®

## Operation

### Service and maintenance



### Festo energy saving service

- Analysis of the pneumatic system
- Fault finding and analysis on your installations
- Maintenance contracts

### Festo didactic

- Over 3 500 seminars per year
- 27 languages



**The full picture of the total cost:  
Counting the total costs**

If you have your eye on all of the costs of your system, then you won't just look at the purchasing and design costs, but will also take into account the much wider aspects such as servicing, maintenance and operation.

For special designs too: Tailor-made or off the shelf, you produce neither too much nor too little, but are geared to achieve maximum productivity.

The combination of innovation, quality of product range and production plus these services means that, with Festo, costs can be reduced costs since in the case of many machine architectures, special designs and standard products ideally complement one another. At Festo, the basis for this is the equally high standard of series production – throughout the entire value creation chain.



Source: VAKUMIX AG

Drives



- Drives**
- Standard drives
  - Clean Design drives
  - Rodless drive units
  - Electrical drives
  - Drives for process valves
  - Semi-rotary drives

Valves



- Valves**
- Standard valves
  - Clean Design valves
  - Fast-switching valves
  - Namur valves

Valve terminals



- Valve terminals**
- Standard valve terminals
  - Fixed-grid valve terminals
  - Modular valve terminals
  - Compact Performance valve terminals
  - Smart Cubic valve terminals
  - Clean Design valve terminals
  - Bus interface
  - Electrical inputs/outputs

Compressed air preparation



- Compressed air preparation**
- Service units
  - Standard combinations
  - Modular system

Accessories



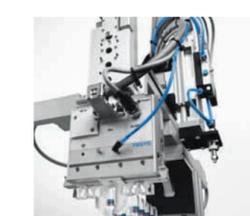
- Accessories**
- Tubing
  - Fittings

Sensors



- Sensors**
- Proximity sensors
  - Optical sensors
  - Inductive sensors
  - Pressure sensors
  - Flow sensors

Systems



- Handling systems tested and certified**
- Time saved thanks to complete system
  - Ready-to-install — Festo plug and work®

Beyond this, how else can you profit from Festo services in the biotechnology and pharmaceutical industries?

Engineering



- Industry-specific catalogues
- Special advice
- Modular solutions electrical engineering/pneumatics

Supply chain



- E-Procurement
- Worldwide availability of Festo products and partnership products from Gemü

Assembly



- Qualification documentation
- FDA/EMEA conformity
- Industry-oriented standard product combinations

Operation



- Product training
- Support for validation
- Extensive diagnostic options
- Customer-specific training courses

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