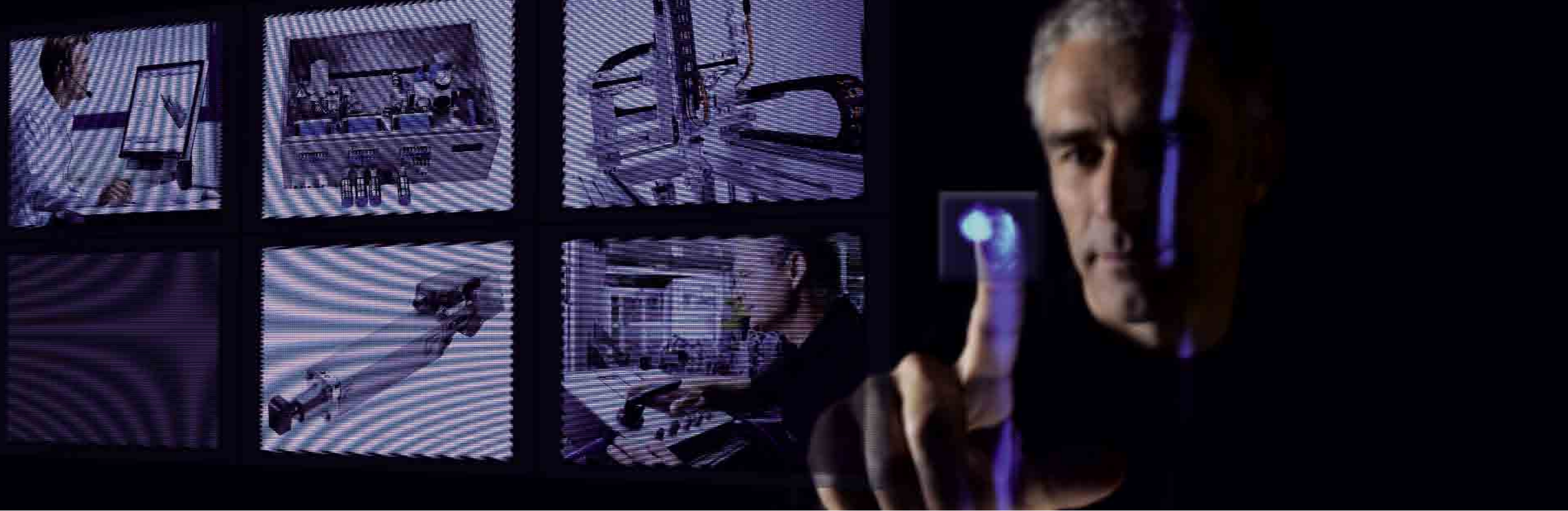


Customer-specific solutions

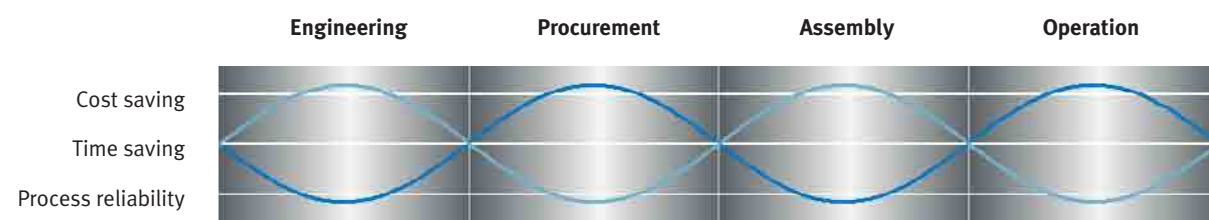
FESTO





Where technological enthusiasm and efficiency merge, products incorporating new ideas evolve.

Where the customer is the main point of focus, tailor-made services evolve.



Customer-specific solutions – tailor-made value creation

As a partner to its customers, Festo wants you to be able to make the most of your automation potential.

By continually analysing the value creation chain, closely and continuously co-operating and communicating with our customers, Festo knows your processes and the problems you face.

Festo has developed a sophisticated range of products and services based on this knowledge, optimally designed to meet the needs of our customers.

This involves the successful interchange of customers' processes and services from Festo.

Customer-specific solutions from Festo are an integral part of this, particularly when tailor-made solutions are crucial to achieve maximum process reliability and system availability.

For example, ready-to-install and customised solutions enable you to concentrate on your core competencies and reduce your vertical integration.

Alternatively, you can gain support from services throughout the entire value creation chain. The more complex the solution and the more tasks you entrust to Festo, the more time and money you can save while simultaneously improving process reliability.

All in all, excellent know-how for maximum productivity through tailor-made value creation.



Maximum partnership for maximum success

Our individual solutions are evidence of the extent and quality of our customer-oriented thinking. Optimum and individual solutions can only be implemented when the tasks and requirements of customers are understood and the necessary team structures are put into place. This is why we have our worldwide network of experts.

Customised solutions with the hallmarks of series products help to reduce the time-to-market for OEMs and end users by saving time at every stage of the process, from planning and design to assembly, performance testing and production of documentation and delivery. Defined interfaces make for problem-free installations while functional tests ensure reliability, all with state-of-the-art technology.

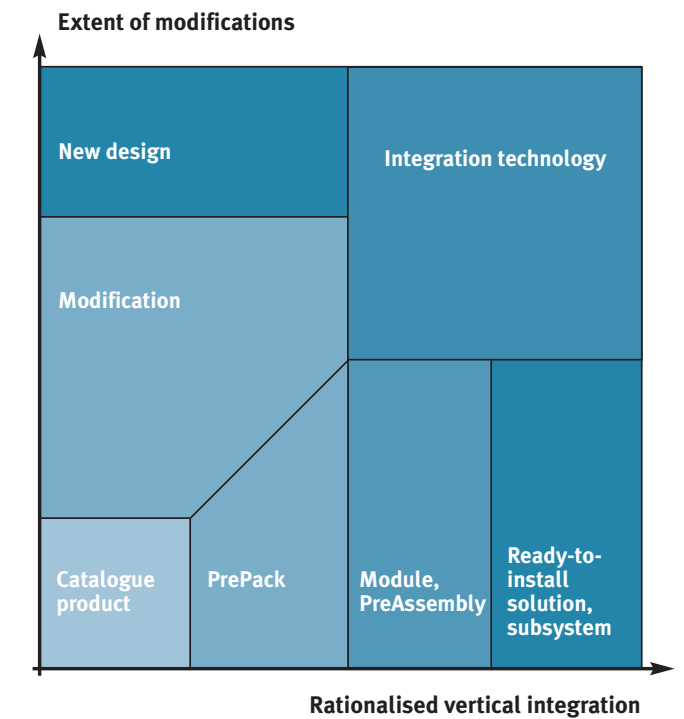
Your task – our challenge
At Festo the solution is based on the task at hand; it defines whether standard components, systems, application-specific designs or individually tailored services would be most suitable. This makes Festo a unique single sourcing partner worldwide.

Individual services
A complete service offering: Festo has introduced a wide variety of services across your entire value creation chain, providing optimum support for finding the right solutions for your tasks.

Individual assemblies and systems
Reduce your vertical integration, concentrate on your core competencies and save time and expense with solutions ranging from simple PrePack and pre-assembled modules to ready-to-install complete solutions. All encompassing solutions bring greater benefits.

Individual design
The ultimate freedom offered by application-optimised solutions that meet specific customer requirements for function and size, ranging from simple modifications to entirely new designs.

In a word, there are no limits to the customer-specific solutions Festo can provide.





Our goal: Work and win together

Reduce TCO by using services and products from Festo

With solutions from Festo you can systematically reduce the costs of your processes, from engineering to operation. This is because Festo never loses sight of the importance of the total cost of ownership.

If you look at the overall costs of a system in terms of TCO, you will see massive potential for savings. Especially significant are the actual technological costs (cost of materials) which are minor when compared to the engineering, procurement, assembly and operating costs of a system.

Cost drivers

- Selecting components
- Sizing drives
- Drawing circuit diagrams
- Integrating individual components into an overall design
- Ordering procedures
- Assembly, installation and commissioning
- Maintenance and servicing of systems
- Energy consumption

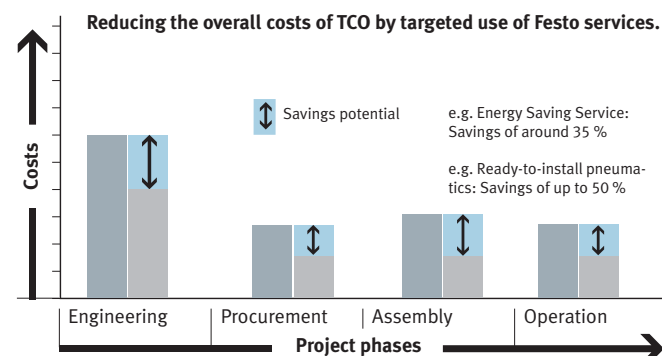
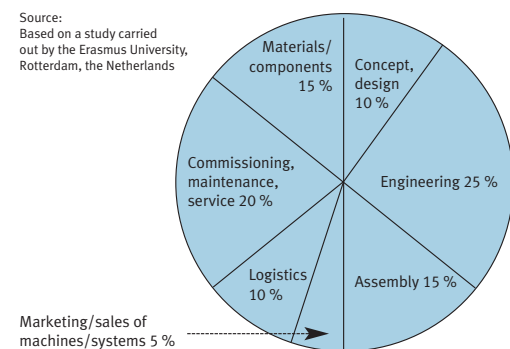
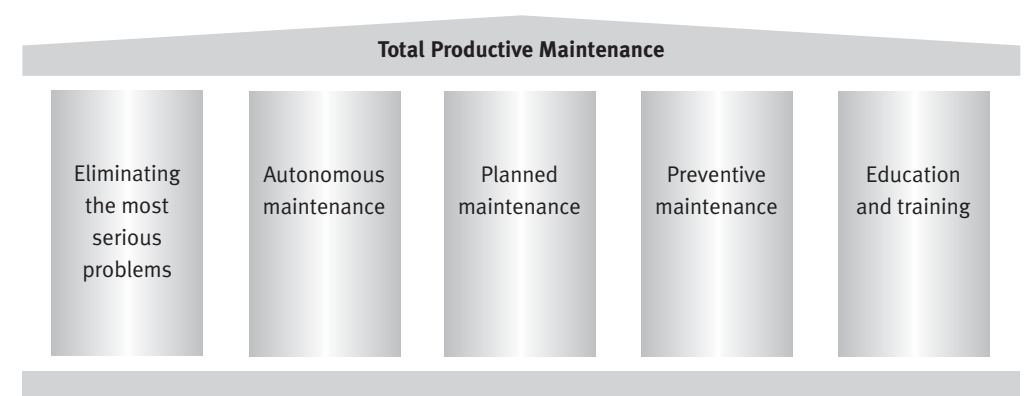
Festo has therefore developed a portfolio of services that is always being expanded and provides continuous support throughout your entire value creation chain. With Festo you have a partner who will help you to drastically reduce your overall costs.

Fit for TPM

When combined, our services lead to optimum efficiency and maximum process reliability, both of which are fundamental aspects of Total Productive Maintenance (TPM).

Innovative maintenance and servicing concepts make a significant contribution to improving the availability of machines, systems and facilities. Possible weaknesses are constantly analysed and the overall equipment effectiveness (OEE) is continuously improved through active employee participation.

Our services offer customised support for your TPM concept.





Services in focus

Engineering

Fast and reliable engineering is the key to the successful completion of a project; it also reduces the time to market.

- Worldwide, personalised advice in line with your requirements: Expert engineers will assist you right from the start with interdisciplinary know-how on automation, from the optimum selection of individual components to project planning of complex solutions
- The electronic catalogue with engineering tools, containing everything you need for fast selection and design, configuration and simulation as well

as generating circuit diagrams and parts lists

- Over 20,000 2D/3D CAD models making integration in machine planning/documentation easy

Procurement/logistics

With its integrated logistics concept and identical order processing method worldwide, Festo ensures reliability and maximum flexibility.

- Logistics optimisation service: Analysis and optimisation of parts ordered and ordering methods bring more clarity. With optional stock labels, ordering via the online shop using barcode scanners is simple and error-free
- Online shop: Always accessible and up to date. With its information on availability and price, its ordering function and full order tracking service, the Festo online shop is the fastest way of making purchases.

- Fastest delivery service worldwide: The most advanced logistics centres organise deliveries quickly and effortlessly to all locations. Deliveries in Europe are even quicker: 24-hour service for the standard product range. Using the Special Manufacturing Service, X-stroke cylinders and configurable valve terminals can be manufactured and delivered in 24 hours.





Services in focus

Assembly/commissioning

With Festo you win the race against the clock. This is because saving you time and effort during assembly and installation are part of the service at Festo, as are maximum reliability and system performance.

- Compressed air consumption analysis gives peace of mind. Exactly determine the compressed air consumption of machines in order to define the optimal compressor and compressed air line sizing and calculate the TCO.
- Festo plug and work® means faster installation and commissioning. Features such as extremely simple installation principles, defined interfaces and teach-in or parameterisation functions make the work much easier and save a huge amount of time.
- Commissioning service for axis systems: Maximum system performance is achieved through optimum installation and commissioning on-site, including training for operating staff.

Operation

The manufacturing industry's main focus is on efficiency and 100 % system availability. All the more reason to opt for maximum reliability.

- Spare parts and repair service: The fastest assistance when it is most needed.
- Compressed air quality analysis: Optimisation of compressed air quality increases reliability, enhances service life, ensures maximum reliability of pneumatic systems and boosts competitiveness.

- Modular service contracts for tailor-made support: Created to provide preventive maintenance, but also to provide ideal support in the event of an emergency.
- Energy Saving Service: Identifies leakages and helps to save valuable compressed air; reduces consumption by up to 60 %.

Condition monitoring service
Condition monitoring solutions tailored to your requirements enable you to immediately identify critical changes in your system and thus intervene in good time, plan maintenance work and avoid downtime. Festo helps you to implement your condition monitoring system:

- Planning and optimum design
- Preliminary consumption and quality measurements
- Optional: Optimisation of air consumption through the elimination of leakages
- Installation and commissioning of systems and sensors
- Maintenance and servicing system:





Ready-to-install means efficient: complete system solutions

Reduce time, cut costs, enhance reliability

Technical excellence is part of Festo's ready-to-install solutions. Tried and tested to ensure that your systems will achieve maximum process reliability and productivity. All components are perfectly matched and are technically state-of-the-art. Our flexible scheduling and punctual deliveries provide even greater reliability.

PrePack and PreAssembly

Individual components are assembled in line with a customer's request. They are either compiled as a pre-packaged set or assembled, tested and ready-for-installation. Only one part number is needed when placing an order and delivery is all in one package. PrePacks reduce purchasing and logistics costs and Pre-Assemblies also make installation easier. You can rest assured that every single component is included. And it goes without saying that the quality will have been thoroughly tested.

Ready-to-install solutions: Assemblies and subsystems

Festo relieves you of practically all the complex work processes involved when building a pneumatic or electric subsystem. We design, assemble, test and deliver systems that are ready to install. If needed, we will install your system and commission it so you can concentrate on your core tasks. We will do the rest, saving you not only time but money too – up to 50 %.

Handling systems

High end speeds and extremely short cycle times in production are achieved thanks to harmonised modular components. The extensive portfolio of tested and ready-to-install handling systems is based on years of experience. Whether pneumatic, servopneumatic or electrical, we have systematically continued to develop our multi-axis kit.

Our offer:

- Extensive support: From planning and design through to commissioning
- Fast configuration utilizing customised 2D/3D models and complete machine documentation
- Analyses of projecting edges, calculations and functional tests for maximum operational reliability

Integration technology

Integration technology from Festo is worth considering for all applications where optimised installation space, fast installation and maintenance or a neat design is required.

Based on standard components, ranging from service units to valve terminals, these application-optimised individual units fit perfectly in a system.

They replace the complex conventional design using multiple

tubing connections with robust polyurethane duct blocks, extruded profiles or aluminium adapters. Pneumatic functions such as directional control valves, flow control valves or vacuum generators can be integrated directly into customised designs. This creates solutions that are more compact, better-performing and more intelligent – in other words, they are more cost-effective.



PrePack service: Pre-packaged standard components

Preassembly service: Pre-assembled standard components

The mounting plate – a ready-to-install solution





Individually adapted for special applications

Our application-optimised products are tailored to suit your special requirements. They are developed with you as part of a creative communications process in order to avoid delays. We work with you, from initially determining your specifications and creating a prototype to the final pilot series and series production.

This ongoing coordination throughout the entire creation process and beyond ensures that we develop the best possible solution. Our motto is always: As functional as necessary, as cost-effective as possible. We know that only by adopting this attitude we can provide you with lasting solutions that provide maximum productivity and a fast return on your investment.

Modification of standard components

Sometimes small adjustments are sufficient to prepare a standard component so that it perfectly fits your purpose. For instance, even a minor change to connections, materials, surface finishes or housing dimensions can make all the difference.

Sometimes further adaptations to function and size are required, for instance in certain industry segments such as the textile industry, packaging and food industry, and the production and manufacturing sector. Our maxim is therefore: We keep everything as individual as necessary but as close to our standard as possible.

New designs

Designed to meet the specific requirements of the application: No matter whether it is about modified lay-outs, the toughest environmental conditions or the optimisation of technical data, e.g. an increase in switching times.

From the prototype to series production

Once a project has been planned, it can always be accessed again; wherever possible we use synergies for series development and production. We also include application-optimised solutions in the close-to-standard production range. This means that highly specific solutions can be made available within a very short time frame.

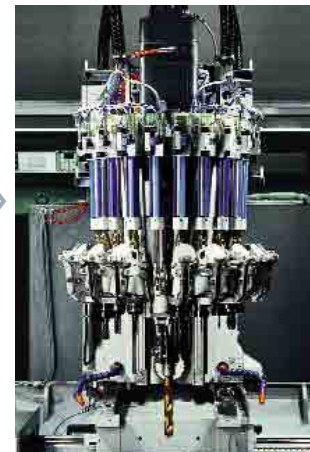
Small, highly qualified project teams ensure that efficient solutions remain cost-effective. At the same time, you have access to the resources of a large company with international operations: You can call on the expertise of over 12,000 employees at any moment.



Rodless drive for the textile industry



Integration cylinder for fast tool changing



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