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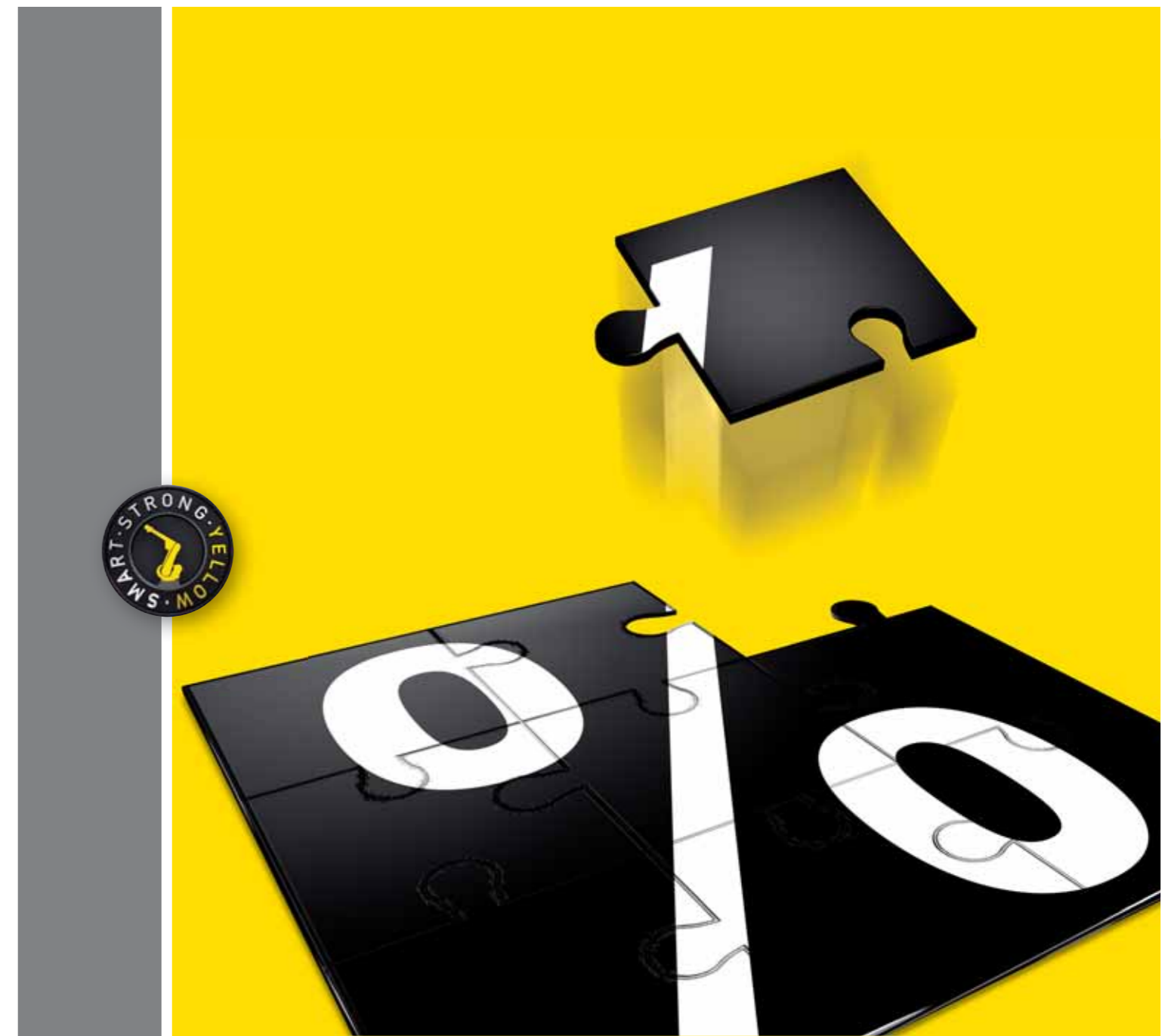
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FANUC - NO.1 IN FACTORY AUTOMATION AND ROBOTS

**FANUC
ROBOTICS**



STOCK POOLING

WELCOME TO THE YELLOW WORLD!

FANUC ROBOTICS STOCK POOLING – EVERYTHING ALWAYS RIGHT AT HAND

As with all mechanical devices operating in industrial or harsh environments, the need for replacement parts is inevitable. Even when equipment is well maintained, damage may result from faulty operation, accident or extreme wear and tear. However, holding spare parts in your inventory is not always the best solution. That is why our service also includes a comprehensive range of parts solutions to deliver to you, as quickly as possible through our worldwide network.

FANUC ROBOTICS STOCK POOLING

OUR SPECIAL SERVICE OFFER IN THE SECTOR SPARE PARTS: WITH FANUC ROBOTICS STOCK POOLING, WE SET UP A ROBOT EXPRESSLY FOR YOU. YOUR ADVANTAGE: GUARANTEED CONSTANT AVAILABILITY OF MATCHING SPARE PARTS WITHOUT ANY RISKS AND INITIAL CASH INVESTMENT.

Your cost advantage with FANUC Robotics Stock Pooling compared to purchasing spare parts:

1. LESS CAPITAL INVESTMENT

Purchasing spare parts means an initial capital investment for the value of the spare parts. With FANUC Robotics Stock Pooling, you only pay a percentage of the spare parts' price over 5 years. This percentage will ensure that the part or parts that you need are ON STOCK and available for you when you need them. This additionally reduces breakdown time – and after the 2nd year of the contract you receive a special discount.

2. NO INVENTORY COST

Holding inventory can be costly. Associated costs are:

- Insurance
- Stock taking
- Risk of losing or damaging stocked parts
- Storage space

With FANUC Robotics Stock Pooling, none of these costs are applicable for you – the responsibility is on us.

3. TAX SAVINGS

Purchased parts are considered as inventory and therefore do not provide any tax benefit. With FANUC Robotics Stock pooling, the percentage you pay is treated as an expense and is tax deductible.

4. WARRANTY

Another key advantage of FANUC Robotics Stock Pooling: The warranty only starts when a part is purchased from the pool – with purchased parts, the 1st year warranty granted already starts on the date of purchase.

FANUC Robotics Stock Pooling has many benefits and is a real alternative to purchasing parts.

FANUC ROBOTICS STOCK POOLING – AN EXAMPLE:

Imagine you need parts for a total cost of 1,000 €. For this a FANUC Robotics Stock Pooling Agreement is signed for 5 years at an annual cost equivalent of 13% of the cost of the anticipated required parts. Your advantage: Payment reduces to 5% of the part's cost for the last year – over the 5 years, you will pay only 570 € to guarantee the availability of the parts and starting in year 3, you will receive a discount on your purchases.

In comparison: By directly purchasing spare parts of the same value, which you store yourself at an average inventory holding cost of 20% and an investment rate return of 3% annually over the 5 years, you will pay 1,159 €.

STOCK POOLING				PURCHASED		
Year	Cost	Discount	Cust. Cost	Inv. Holding Cost (20%)	Investment Rate (3%)	Cust. Cost
1	13%		130	200	30	230
2	13%		130	200	31	231
3	13%	5%	130	200	32	232
4	13%	10%	130	200	33	233
5	5%	15%	50	200	34	234
AVG	11.4%		570 €			1.159 €

MORE FANUC SPARE PARTS SOLUTIONS

FANUC EMERGENCY KITS

The First-Aid kit for your robots: In order to guarantee that you always have the most important spare parts on hand, we put together special Emergency Kits – so that in case of an emergency, it supplies you with everything you need to get your robot running again as quickly as possible!



FANUC SPARE PARTS SERVICE

If you wish to stock your spare parts locally, we will work with you to identify those spare parts needed.



LIKE NEW: REFURBISHMENT & RETROFIT

If your production does not dramatically change, you can use your FANUC robot(s) for a very long time. That is why we offer a Refurbishment-Service: We can rebuild the complete mechanical unit and change the old parts. Your robot will look like new – and work like new, too!

Even if your production does change, after a detailed analysis we can customise your FANUC robot to a certain extent, by exchanging certain elements – reducers, arm, wrist etc.

➤ WE LOOK FORWARD TO DISCUSSING YOUR REQUIREMENTS WITH YOU!