



Kmh

GLOBAL RETOOL GROUP
WEMA VOETLAND



170
200
230
260

GAS



WEMA VOGTLAND
ITALY



...GAS!

Grinding as a Service

GAS - Grinding as Service

- “Grinding as a Service” is a machine **provided by Wema remote monitored with full maintenance services and guaranteed performance.**
- New technologies such as **Sensor, IoT, remote monitoring, cloud storage, and analytics** are considered to be the TRIGGERS to developing the “Grinding as a Service” business
- The **machine is Rented** (on monthly or yearly basis), instead of purchased, maintained and updated by the Wema. This option of renting a machine instead of investing in buying one can often be the most suitable choice for end users and is gaining in popularity.

Let's take a closer look at that assumption...

Why Grinding as a Service → GAS

Trend processing service

1995



"Most manufacturers are still focused only on the products themselves. [...] They have largely ignored another element that plays a crucial role in differentiating a company's offerings and has a huge impact on costs and profits: service."

2012



"The lines between manufacturing and services are blurring. ... Rolls-Royce no longer sells jet engines; it sells the hours that each engine is actually thrusting an airplane through the sky. "

2015



"New technologies, in various forms, are helping to blur the boundaries between manufacturing and services. Li Using new digital technologies such as mobility, cloud computing, social media and Big Data, the manufacturing industry can reimagine its service business to create greater value for the stakeholders in a new ecosystem."

2016



"The boundary between manufacturing and services is increasingly blurred. In fact, we are moving towards manufacturing servitization. And Italy can find a new space for growth".

Purchase new machine VS Purchase GAS service

Machine purchase

- High machine price
- One or two year machine warranty Max
- Tendency to economize by sale price / margin (Market price Clear)
- Assistance in case of failure very expensive and not always available
- Internal maintenance organization required
- Long and not always punctual delivery

GAS purchase

- Low price and spread over the time
- Machine always under warranty
- Complete maintenance included in GAS
- Spare parts included in GAS
- Machine monitored remotely
- Simplified and monitored usage instructions to avoid errors
- Short and programmable delivery

Why Grinding as a Service → GAS

Advantages and benefits

- Profitability (from Capex to Opex, to adapt more easily to fluctuations in demand, without maintenance costs).
- The customer can dismantle his own maintenance
- The starting GAS cost per machine is comparable to a single salary of a medium-high employee
- Efficiencies (through OEE -*OVERALL EQUIPMENT EFFECTIVENESS*- developments, in energy production or consumption)
- Agility (less problems and concerns, flexibility, outsourcing reductions) → choice of production offer
- The small customer takes advantage of the easy cost even to start up.
- The big customer from the flexibility of this type of activity (production peaks / uncertain investments)

Stages for a successful project



1. Define the technical theme and the quality requirement.

1. Customer give to Wema a type of piece, Cycle time, CMK, accurancy, quality.



2. Check if you need custom and special options

2. Feasibility check, additional machine components (Coolant, wasching machine, automation, etc.).



3. Choose the type of GAS that best suits Customer needs

3. Focus on concrete activities and related to the Technical level.



4. To plan the delivery and the period and machine size

4. Wema decide the machine type more closer to the Customer needs. (lay-out, tools, maintenance area, etc.)



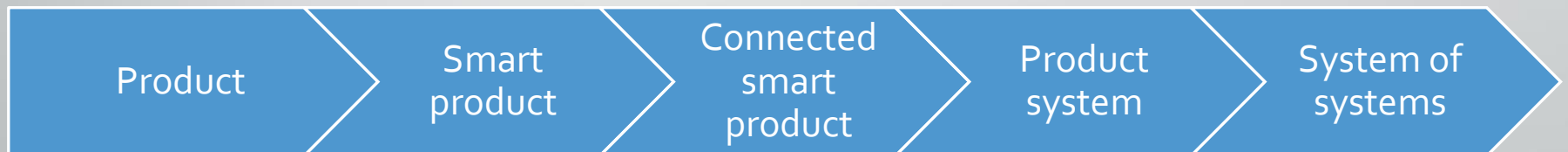
5. Start to produce and use the machinery safely

5. Ready to give GAS to your company

Possible GAS modes

GAS service	GAS premium	GAS gold
<ul style="list-style-type: none">• Connected machine monitored by WEMA• Monitoring of basic machine parts• Service included (spare parts for wear only)• Detailed instructions for use• Production of a customer part	<ul style="list-style-type: none">• Connected machine monitored by WEMA• More detailed monitoring• Service and spare parts included• 4.0 machine for high efficiency• Production of a customer part	<ul style="list-style-type: none">• Connected machine monitored by WEMA• Complete monitoring• 4.0 machine for high efficiency• Immediate service and spare parts included• Production of multiple customer pieces on the same machine

Push more on the GAS....





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