



Atlas Copco

ES 360

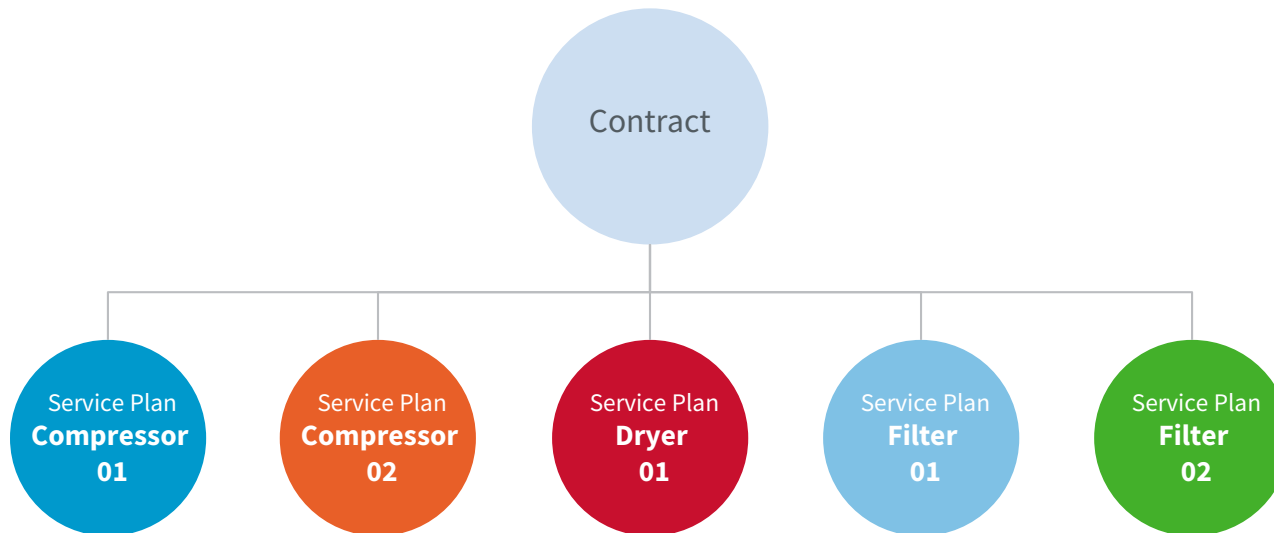


SERVICE PLAN

Thian Han & Hasan Rusli

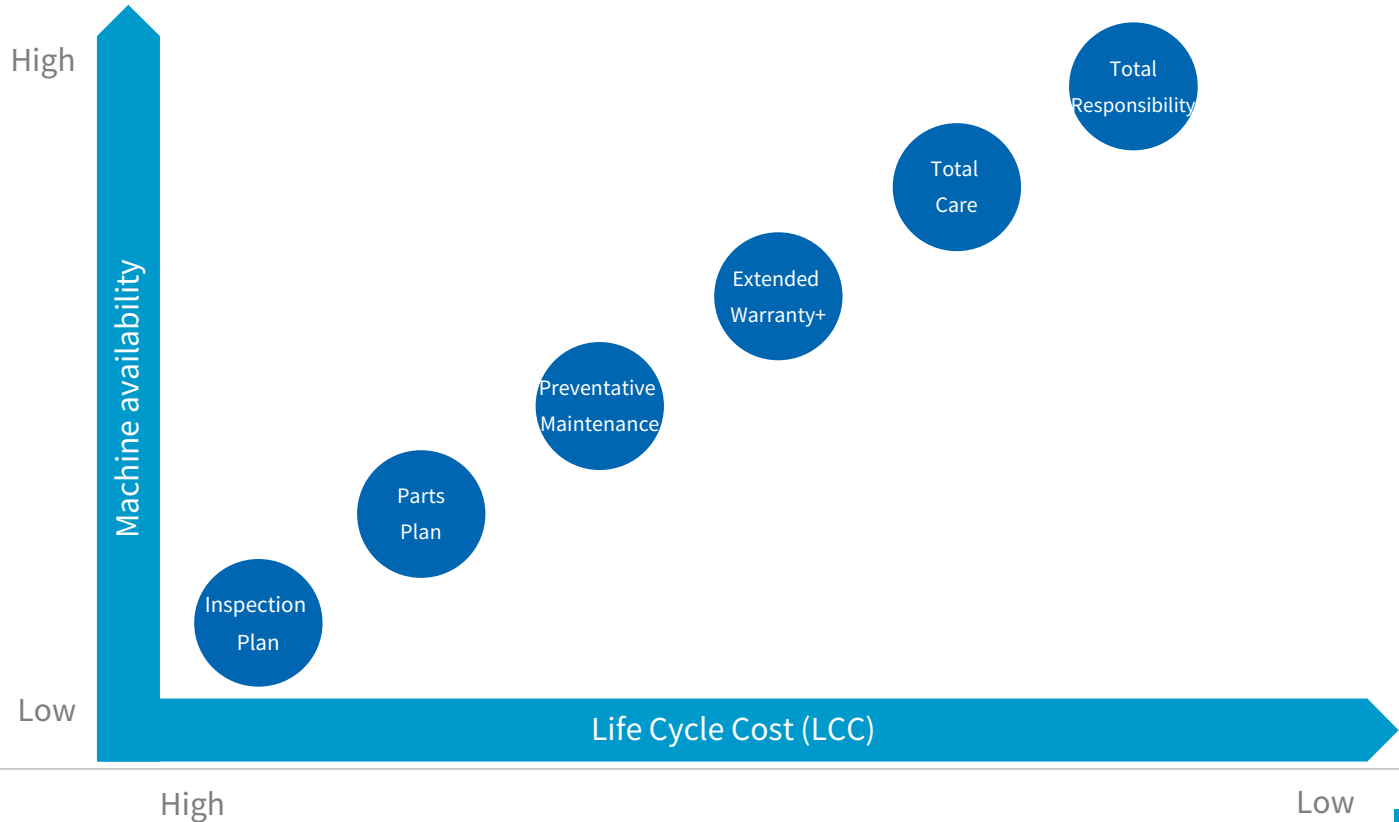
What is a Service Plan?

- A **planned service activity and/or dedicated amount of value** on a **particular piece of equipment** for a **predefined period** and **price** where the plan is part of a signed agreement (contract) between **Atlas Copco** and the **Customer**



Service Plans portfolio today

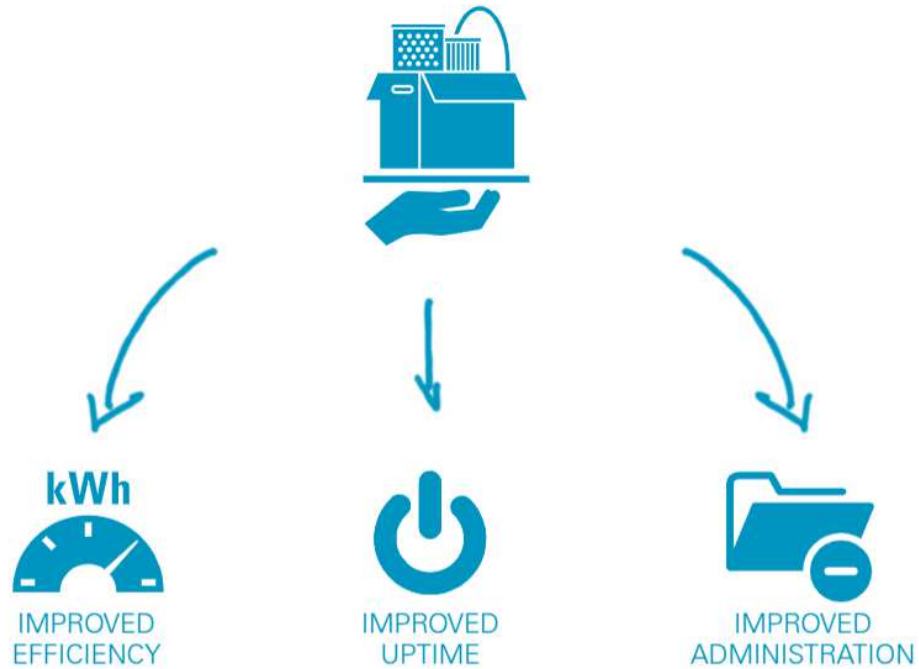
Service Plan orientation



What challenges does Customer have?



Parts Plan



Parts Plan

Product specification

OBJECTIVE



- Offers planned genuine part and lubricant delivery to customer according to a predefined schedule and content






















INCLUDES / EXCLUDES



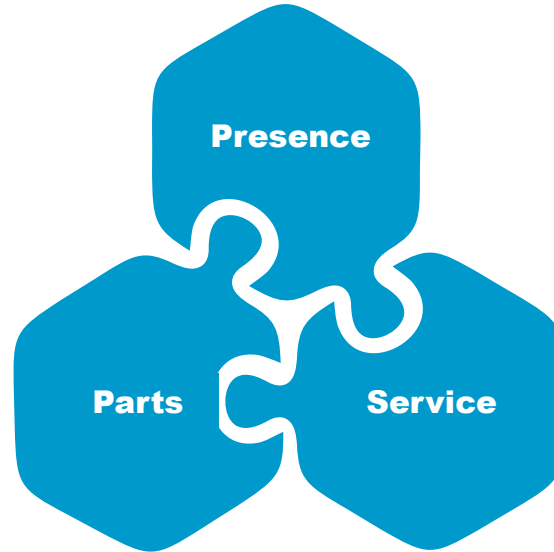
- Genuine parts and lubricants for preventive maintenance
- Delivery charges
- Maintenance schedule
- History of goods
- Loyalty programme for extra purchases
- Daily maintenance
- Execution of any service or repairs
- Parts for repairs
- Parts for overhaul
- Carry out reliability / increasing ECBs



How can we help Customer?

Finance	Operating	Production	People
			
Budgeting 	Administration 	Quality of the air 	Human resources 
Purchasing 	Maintenance 	Risk assessment 	Safety 
Total Cost of Ownership 	Repair 	Planning 	Competence 
Storage 	Monitoring and analysis conditions 	Protecting the environment 	Managing 
Logistic 			

Inspection Plan



Inspection Plan

Product specification

OBJECTIVE



- Offers planned inspection for compressed air equipment by a certified technician to advise the customer's crew on current and future machine needs




















INCLUDES / EXCLUDES



- Pre-determined labor & travel for inspection
- Comprehensive diagnostics
- Parts replacement proposal
- Detailed reporting / data storage
- Loyalty program for extra purchases
- Daily maintenance
- All maintenance and repair parts
- Maintenance schedule
- Execution of services and repairs
- Overhaul
- Carry out reliability / increasing ECBs



How can we help Customer?

Finance	Operating	Production	People
			
Budgeting 	Administration 	Quality of the air 	Human resources 
Purchasing 	Maintenance 	Risk assessment 	Safety 
Total Cost of Ownership 	Repair 	Planning 	Competence 
Storage 	Monitoring and analysis conditions 	Protecting the environment 	Managing 
Logistic 			

Preventative Maintenance



Preventative Maintenance

Product specification

OBJECTIVE



- Offers a service solution where the preventive maintenance of the equipment is planned and carried out according to its instruction manual and local conditions
- Thanks to that, it offers an optimal TCO for the customer






















INCLUDES / EXCLUDES



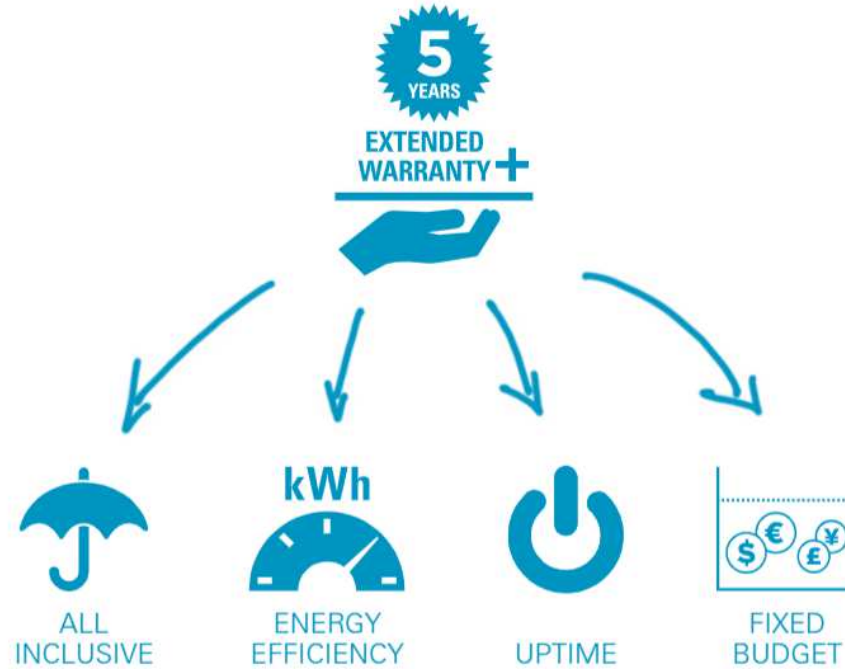
- Genuine parts and lubricants / delivery
- All labor & travel (optional inspection)
- Maintenance schedule
- Comprehensive diagnostics / data storage
- Detailed reporting / advice
- SmartLink Uptime
- Daily maintenance
- Parts for repairs
- Execution of repairs
- Overhaul
- Carry out reliability / increasing ECBs



How can we help Customer?

Finance	Operating	Production	People
			
Budgeting 	Administration 	Quality of the air 	Human resources 
Purchasing 	Maintenance 	Risk assessment 	Safety 
Total Cost of Ownership 	Repair 	Planning 	Competence 
Storage 	Monitoring and analysis conditions 	Protecting the environment 	Managing 
Logistic 			

Extended Warranty+



Extended Warranty+

Product specification

OBJECTIVE



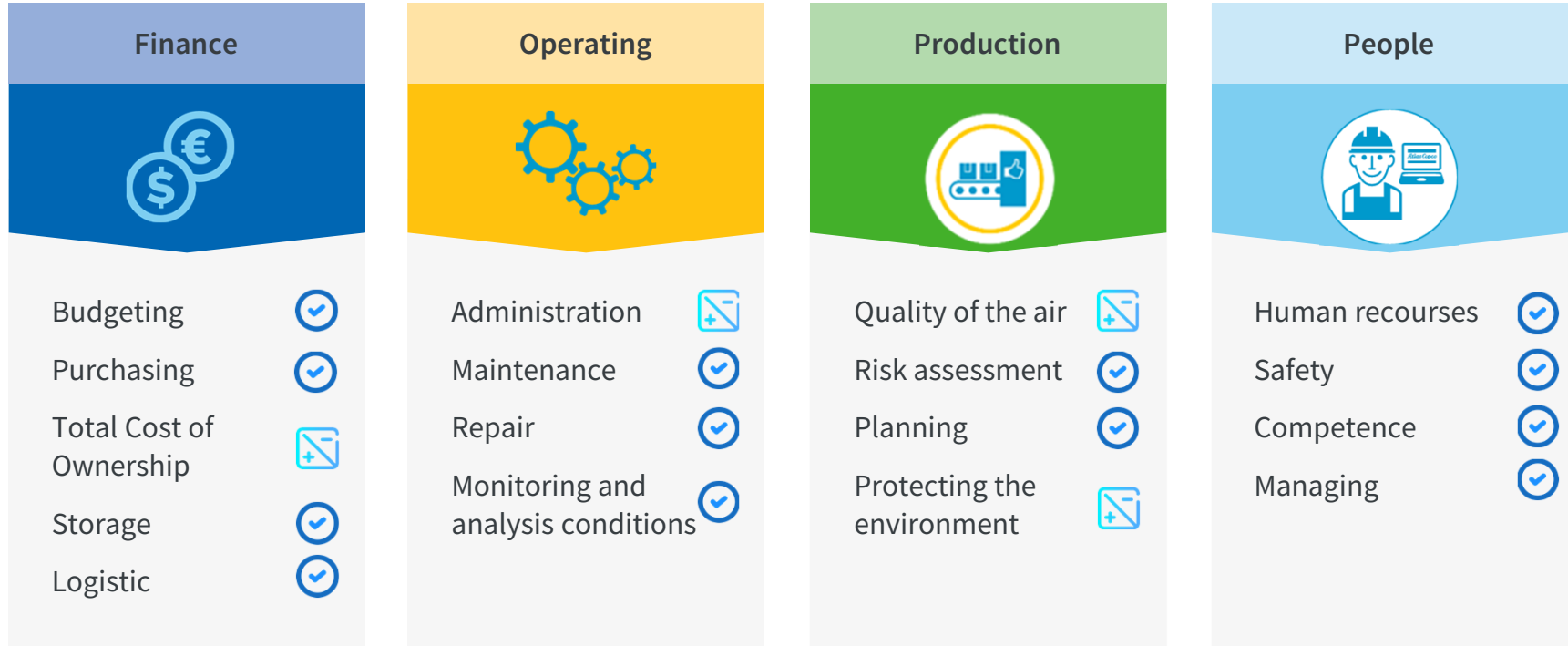
- Offers a service solution for the first five years of the machine lifetime
- Preventive maintenance and repairs are fully included due to a warranty extension for the full 5 years
- Thanks to that, customer TCO is kept to a minimum during the first five years

INCLUDES / EXCLUDES

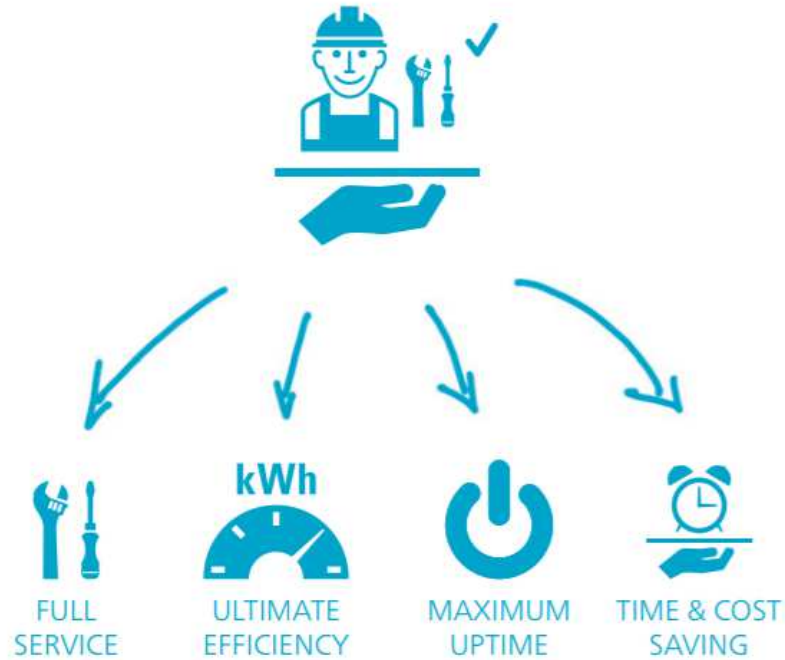


- 5 years warranty
- All recommended maintenance
- Repairs during warranty period
- Smartlink Energy
- Repairs due to major visit, bad site conditions or non-AC person negligence
- Planned Overhaul
- Carry out reliability / increasing ECBs
- Risk coverage after 5 years

How can we help Customer?



Total Care



Total Care

Product specification

OBJECTIVE



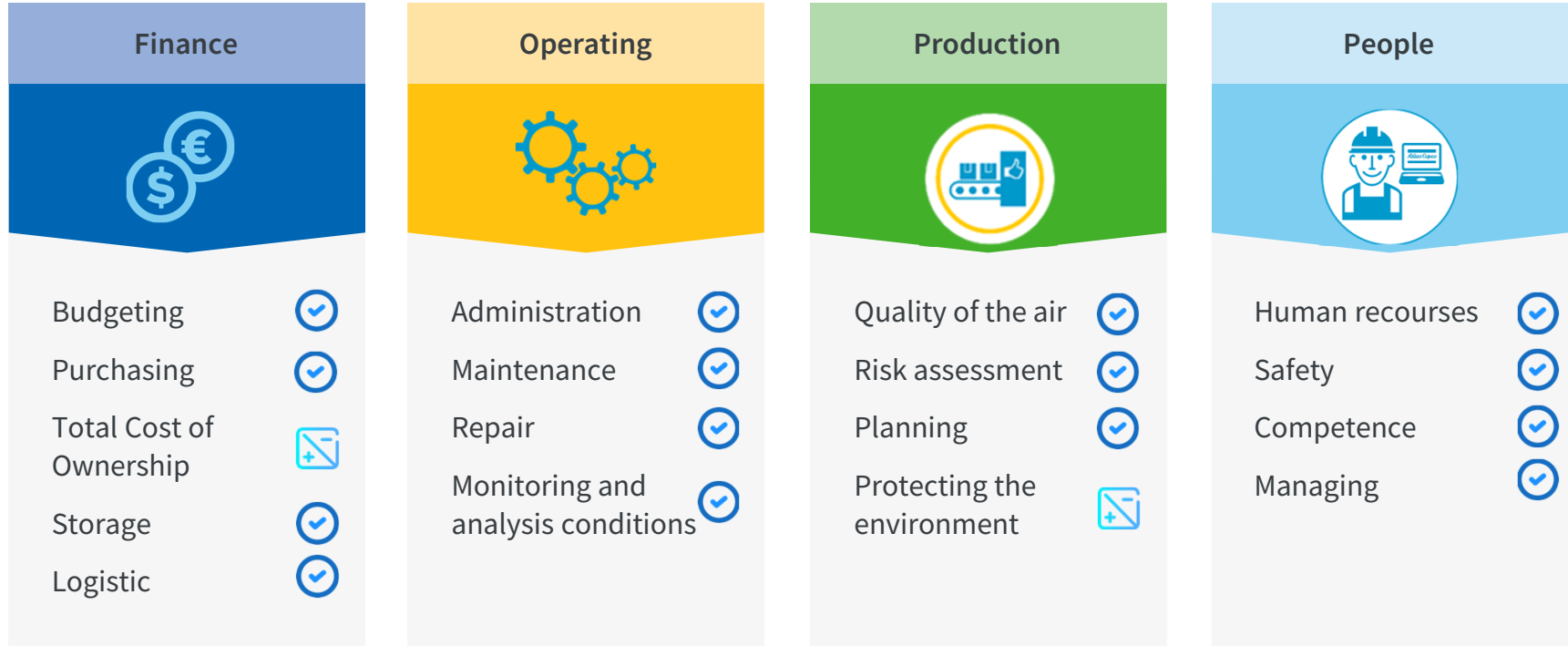
- Offers a service solution without any time limitation that covers all maintenance needs of the equipment and that even includes the risk of breakdown, except overhaul, bringing customer TCO to a minimum

INCLUDES / EXCLUDES

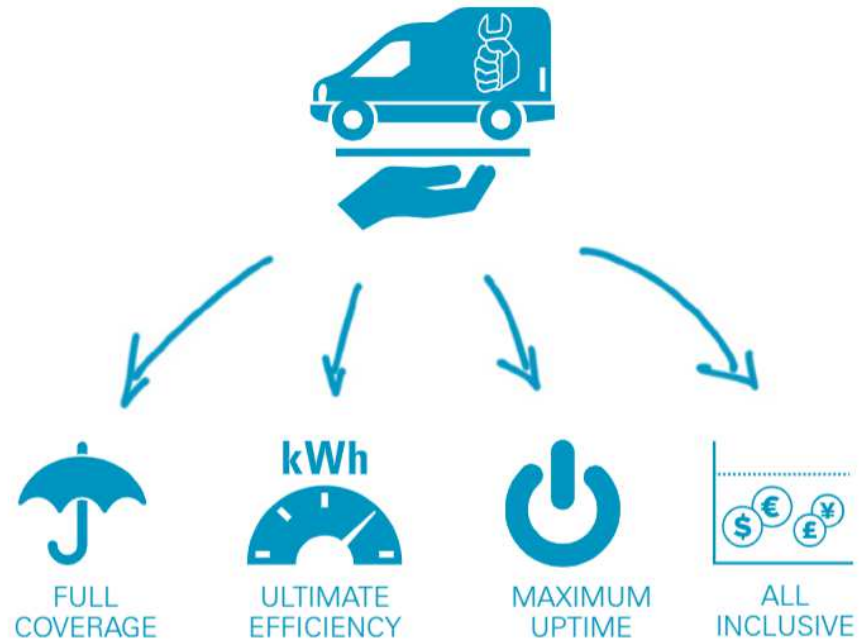


- All recommended maintenance
- Carry out reliability
- Repairs
- SmartLink Energy
- Daily maintenance
- Repairs due to vis major, bad site conditions or non-AC person negligence
- Overhaul and covering risks of elements breakdowns

How can we help Customer?



Total Responsibility



Total Responsibility

Product specification

OBJECTIVE



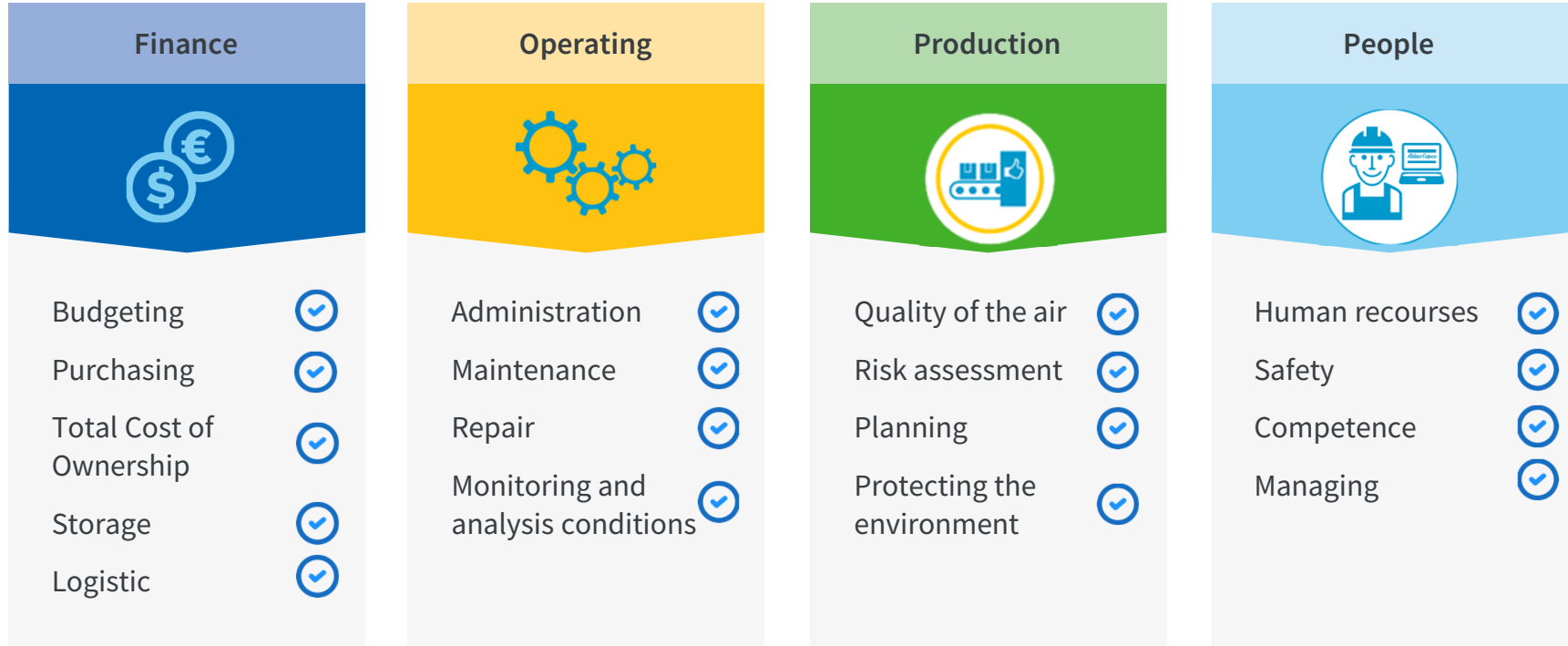
- Offers a service solution without any time limitation that covers all maintenance and overhaul needs of the equipment and that even includes the risk of breakdown, bringing customer TCO to a minimum

INCLUDES / EXCLUDES



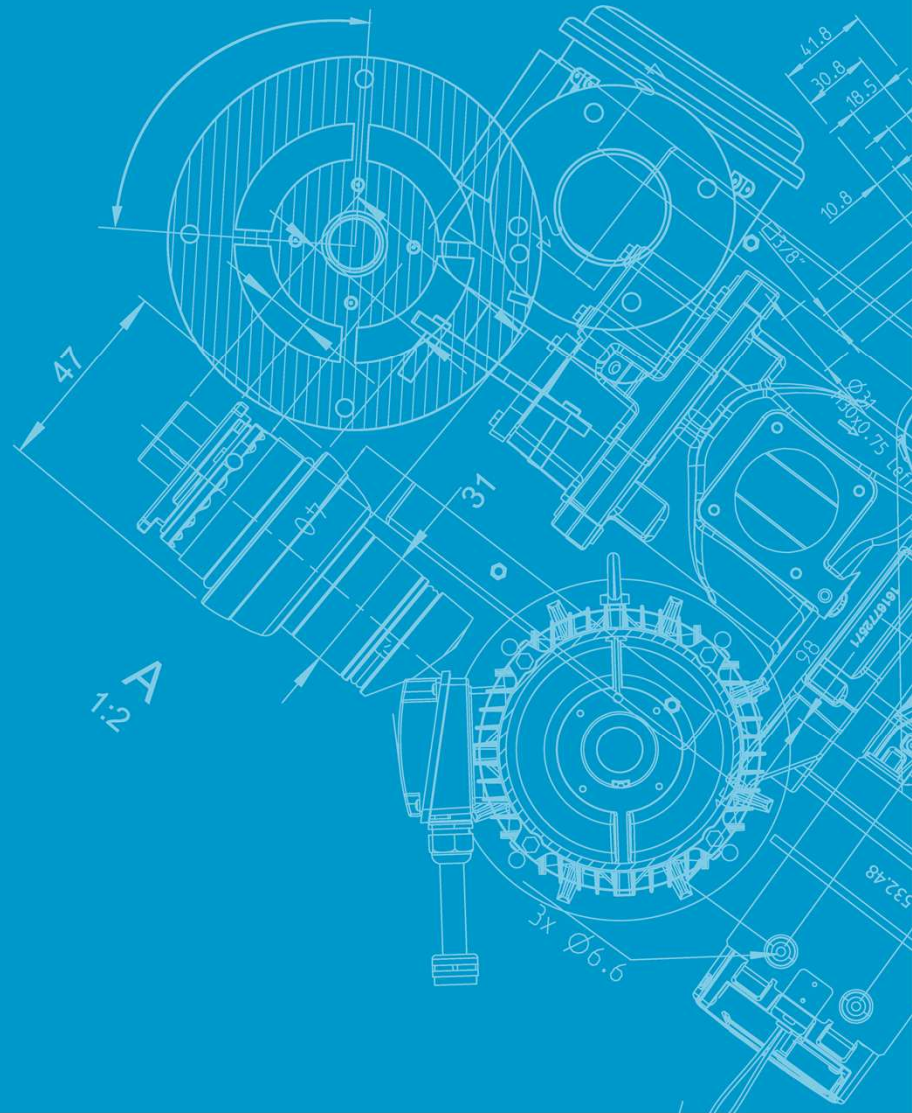
- All recommended maintenance
- Unlimited Warranty (can be started at any age)
- Overhaul as and when it is needed
- Carry out reliability / increasing ECBs
- Repairs
- SmartLink Energy
- Daily maintenance
- Repairs due to vis major, bad site conditions or non-AC person negligence
- Rental machine during overhaul
- Heavy duty lifting tools for overhaul

How can we help Customer?



Service Plan

Total Cost of Ownership



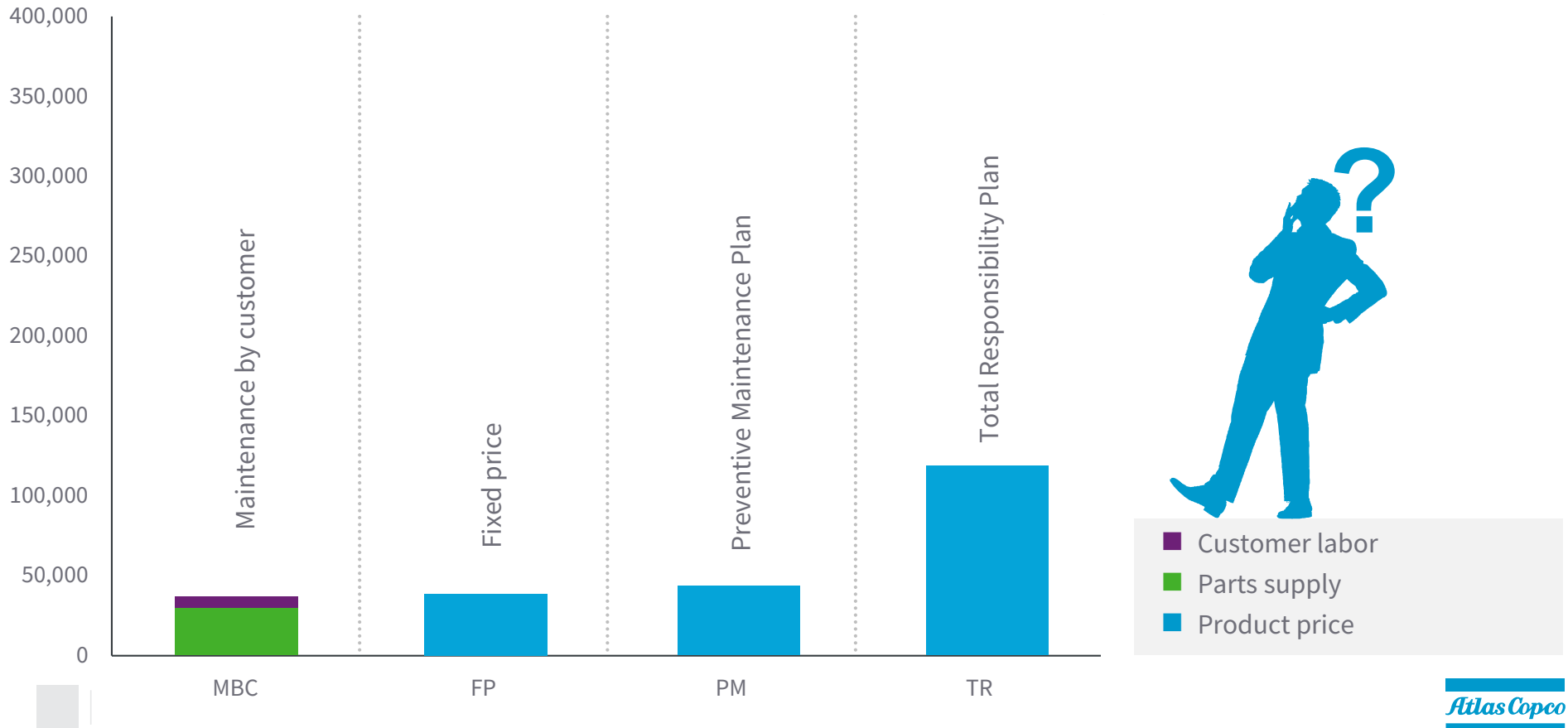
Life Cycle Cost Compressor - **Expected**



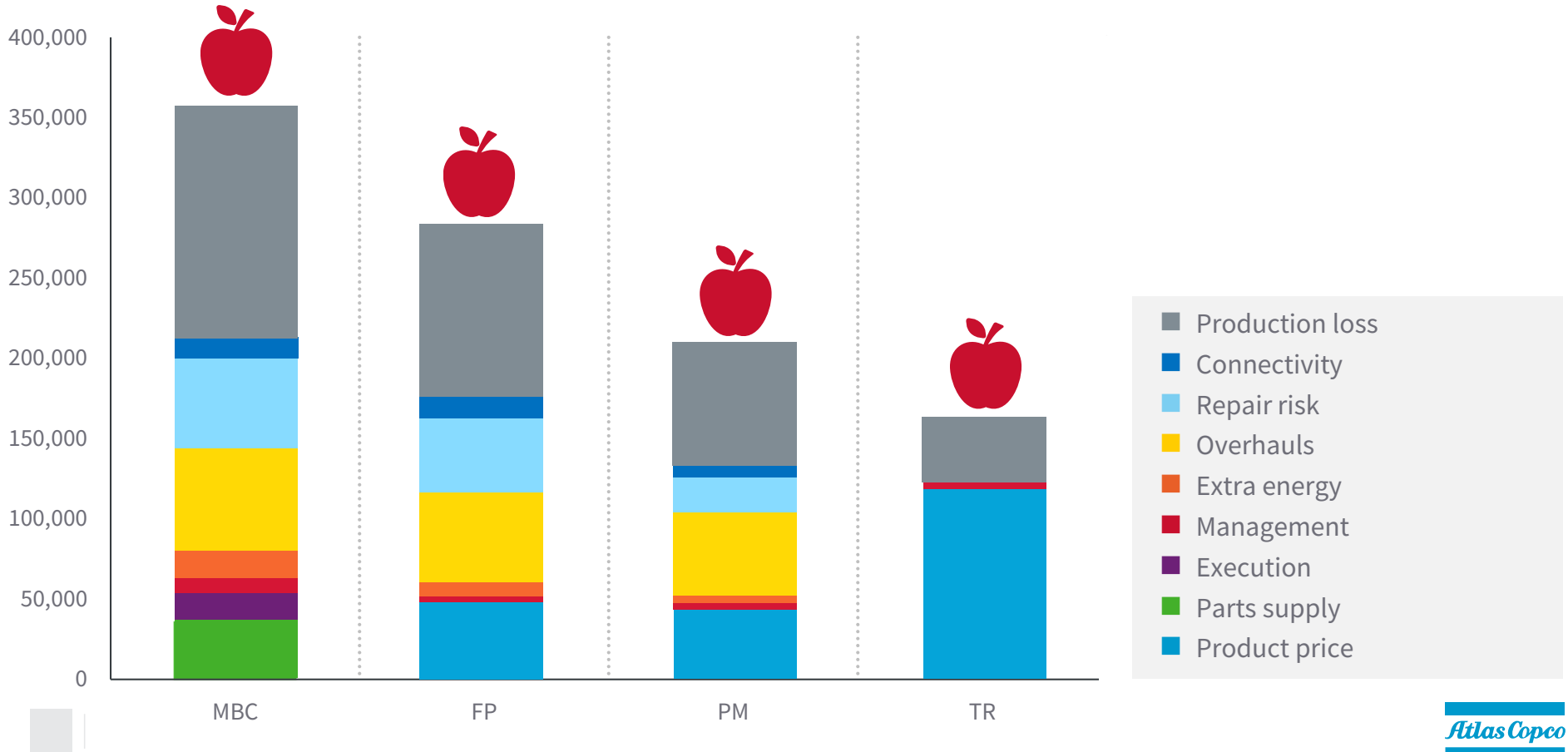
Life Cycle Cost Compressor - **have to avoid**



Maintenance-Related Costs (ZR160VSD/10Yrs/€) – Initial Perspective



Maintenance-Related Costs (ZR160VSD/10Yrs/€) – Result after 10 years



The Atlas Copco logo is centered on the page. It consists of the brand name "Atlas Copco" in a white, elegant, cursive script font. The text is flanked by two thick, white horizontal bars, one positioned above and one below the script, creating a symmetrical, framed effect.

Atlas Copco

