

A man wearing a blue hard hat with the 'Atlas Copco' logo and a blue shirt is looking through horizontal window blinds. He is smiling slightly. The blinds are in the foreground, creating a grid-like pattern over the image.

# ***THE REAL VALUE OF SERVICE***

Solutions for sustainable productivity

***Atlas Copco***

YOUR SERVICE EXPECTATIONS

To ensure you can meet your demands at all times while keeping operational costs under control, your equipment needs to run reliably and efficiently throughout its lifecycle. Investing in high quality machinery is a first logical step. The second crucial step is having the right maintenance solution. If compressed air is a vital component of your production process, Atlas Copco maintenance solutions are your best choice.

Your specific needs, priorities and site conditions are decisive in determining the level of service needed. Our consultants will be able to evaluate them in alignment with your business goals, paving the way for you to achieve them!

1 CARE TAILORED TO YOU

How do you ensure maintenance is performed on time? Based on your equipment and operating conditions, we can deliver the right spare parts at the right time, providing you a clear signal when servicing is due and what kind.

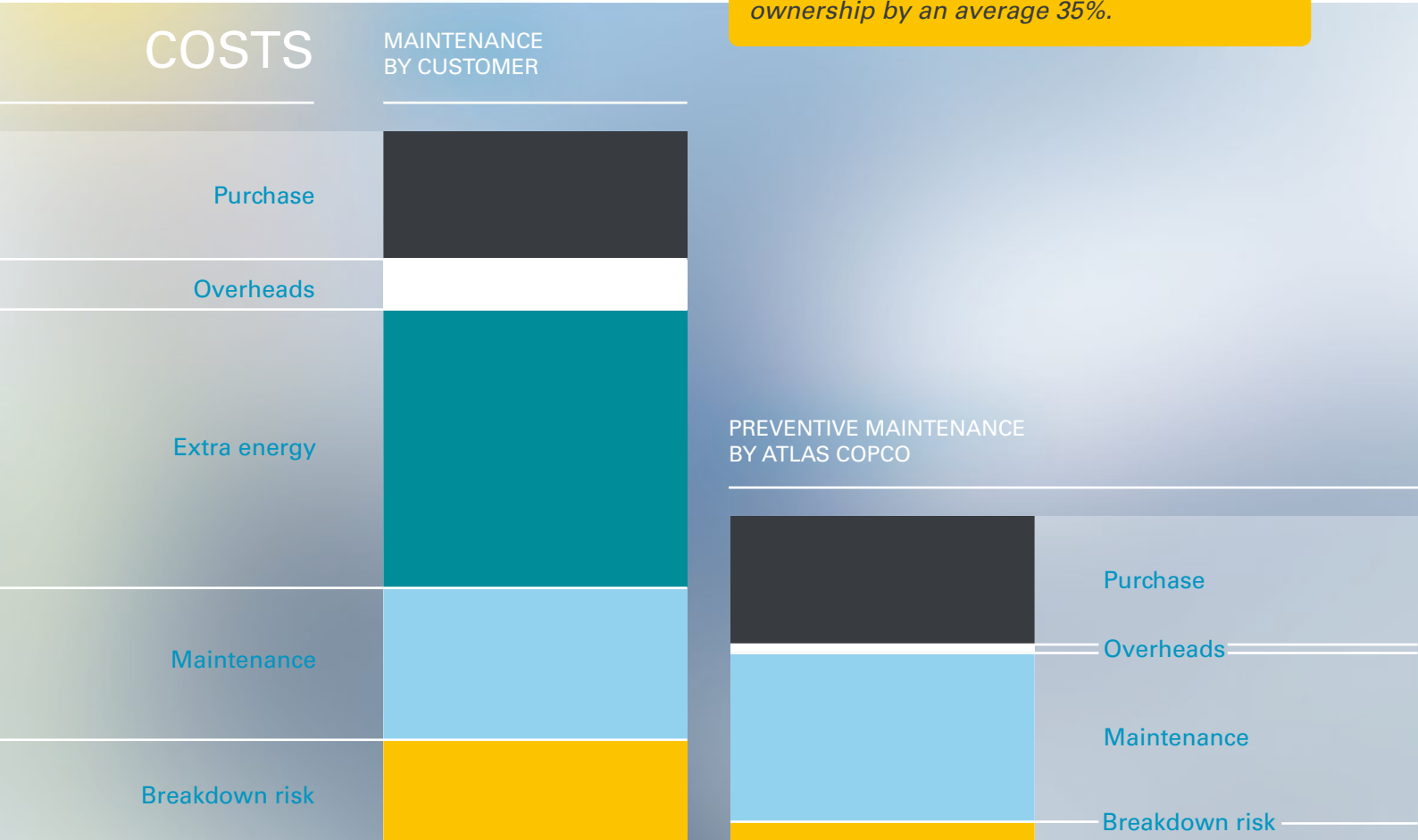
Many industries find that having their own maintenance personnel and associated administration, training, tools and stock is generating higher costs than having outsourced maintenance. In that case, our factory-trained maintenance experts will minimize the time needed to complete a service intervention and spot even the slightest symptom of a developing problem before it leads to a breakdown, preventing any production interruption and downtime.

What if you want to focus entirely on your core business? We may take full responsibility for your equipment, delivering the certainty of preventive maintenance including major overhauls and needed repairs, at a fixed annual cost. This represents low administration, complete budget control and maximum equipment availability at the lowest cost of ownership.

So whatever your maintenance need or preference, there's an Atlas Copco solution that can be tailored to match it.

**DID YOU KNOW?**

*A maintenance solution tailored to a compressor's workload, application and site conditions reduces the total cost of ownership by an average 35%.*







## 2 GETTING THE MOST OUT OF YOUR INVESTMENT

Is protecting your investment a major priority? Correct maintenance, with the right consumables and parts replaced at the end of their service life, will give you the best return from your equipment over the full course of its projected lifetime. Starting off early with a tailored maintenance solution will make a big difference in the long run.

Take a step back and look beyond quick-fix solutions. What is the importance of energy expenditure in your total long-term cost? It's likely to be the biggest factor by far. Regular maintenance will uphold your equipment's energy efficiency. This is why investing in the best service will actually save you money, providing you a return on investment in a matter of a few months.



### **DID YOU KNOW?**

*A lifetime of maintenance is cheaper than the potential impact of maintenance shortcuts, such as: high energy consumption, production downtime, safety and labor issues, non-compliance fines, purchasing and installing new equipment, etc.*

## 3 COVERING ALL BASES

Continuous operation, dust, heat, peak air demands etc. How are operating conditions influencing your equipment? And what is the impact on your business of a compressor breakdown? Only the unexpected repair cost? Or will you have to deal with more serious consequences such as production loss, overtime costs, liabilities, scrapping and quality costs...?

If these risks are a major concern, you may prefer a comprehensive service solution that includes risk coverage and priority treatment. In addition to increased security, you also get full control over your operational budget. And to extend the reliability of your installation after many years of faithful operation, you may consider proactive solutions such as exchanging critical components.



### **DID YOU KNOW?**

*A single day of unscheduled downtime due to a compressor failure can cost much more than a year's worth of maintenance. By having the right maintenance solution, you can gain up to 15 days in machine uptime.*

## 4 PARTNERING WITH YOU

Whatever the level of service you choose, we will always offer you our expertise, privileged first-hand product knowledge and global and local field experience whenever and wherever you need it. Let our consultants advise you on the best solutions according to your priorities, operating parameters and production schedule. Benefit from our streamlined service and logistics organization, and get efficient service with minimal downtime.

**Discover the real value of our service solutions. Let Atlas Copco help you explore and discover the maintenance solution that best fits your needs.**

## ***COMMITTED TO SUSTAINABLE PRODUCTIVITY***

As a true service partner we understand your need for reliable and efficient quality air solutions. It is our ambition to maximize the availability of your equipment at minimum total operating cost, making adequate use of resources. That is what we call sustainable productivity.

[www.atlascopco.com](http://www.atlascopco.com)

The Atlas Copco logo, featuring the company name in a stylized, italicized serif font, centered between two horizontal bars.