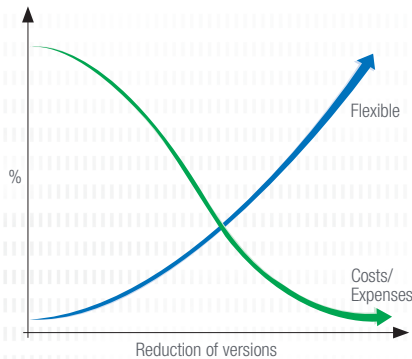




What influence does a reduction of versions have on your company?

| Requirement | OEM | end customer |
|-------------------------------|-----|--------------|
| Simplified purchasing process | ✓ | |
| Simplified engineering | ✓ | |
| Lower system maintenance | ✓ | ✓ |
| Lower training effort | ✓ | ✓ |
| Smaller spare parts warehouse | | ✓ |

By way of a targeted reduction of versions, it is possible to minimise your administrative expenses and to set up leaner manufacture: logistics, storage and service processes. Reductions of up to 70% will be possible here.



NORD DRIVESYSTEMS Group

- ▶ Family business from Bargteheide near Hamburg with approx. 4,700 employees worldwide
- ▶ Drive solutions for more than 100 branches of industry
- ▶ 7 production locations worldwide
- ▶ Present in 98 countries on 5 continents
- ▶ More information on: www.nord.com

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Version reduction
 Reducing costs & expenses



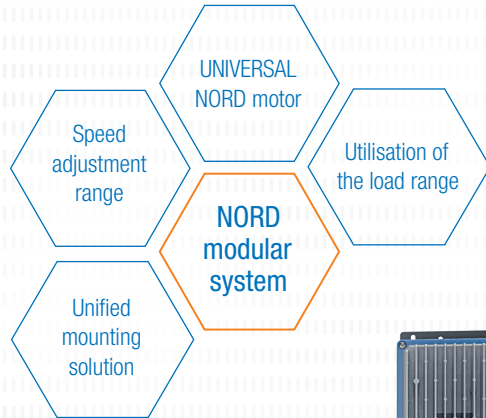
Version reduction



The NORD solution

NORD combines the benefits of the modular system with the possibilities of reducing versions. This solution is individually tailored for each customer.

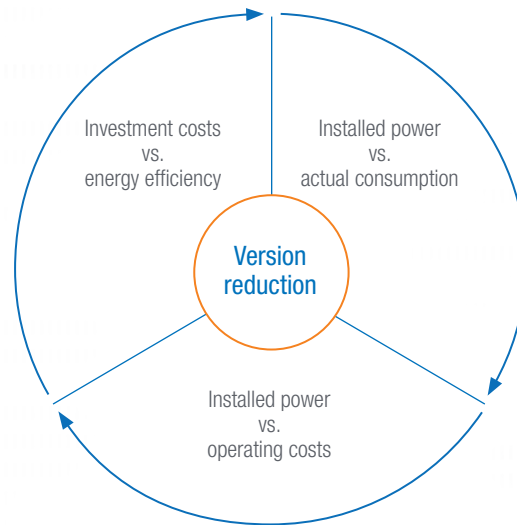
- ▶ UNIVERSAL motor, compatible worldwide
- ▶ Making use of the large adjustment range and thus the reduction of gear ratios
- ▶ Tailored design to the load range.



Version reduction

A version is a combination of different gear unit and motor types, frequency inverters, sizes, options and ratios etc.

During a product lifecycle a reduction of these version offers the **second largest cost savings potential** after the energy costs.



The reduction of versions is a combination of different factors, dynamically influencing each other. NORD will assist you in matching them in an optimum manner.

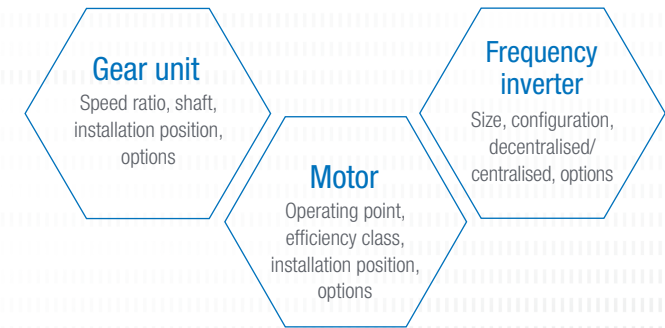
NORD Value added Services

As a partner, NORD offers a variety of tools for reaching optimum streamlining when reducing versions. TCO calculation, NORD Eco & Condition Monitoring will assist customers to achieve the maximum in cost and maintenance effectiveness.

Version reduction

Several factors influence the efficiency of the drive components in their interactions with one another. A reduction of versions helps minimise and standardise these. This has a positive effect on the complexity of the spare parts warehouse provision, the component's exchangeability will be significantly streamlined and downtime reduced.

Potential optimising factors



TWO BECOME ONE!

Gear unit and motor combined:
The new DuoDrive.

