

GLOBAL OEM MACHINE BUILDER - STRATEGIC PARTNERSHIP PROGRAM

Value Added Solutions to Help Grow Your Business

1

SMC DEDICATED CORPORATE ACCOUNT MANAGER

An SMC Corporate Account Manager is assigned as the global one-point person of contact for all technical and commercial matters. The CAM is responsible to deliver, create, manage and execute all collaborative program objectives.

2

LOCAL SITE SUPPORT

SMC has over 6,000 local sales engineers in 83 countries to support local production and service facilities, including installed end user sites.

3

DESIGN ENGINEERING SUPPORT

To fully support your design team - SMC has over 1600 dedicated R&D Engineers that can develop new products or proprietary solutions. SMC can quickly customize or modify existing components to meet design standards or unique applications.

4

MACHINE SAFETY SUPPORT

SMC will work with your machinery design engineers for technical assistance or machinery safety upgrades related to ISO 13849-1 or other Machine Directives.

5

MACHINE START UP SUPPORT

SMC will support your globally installed base of machines with local on-site technical support. SMC will provide on-site support during machine start up and commissioning. SMC will route all communication back through the OEM service channel.

6

AFTERMARKET SUPPORT

SMC will work with our local sales and service channels to ensure that all critical spare parts are available to you locally, prior to new machinery start up.



7

COMPRESSED AIR MACHINE ENHANCEMENT

SMC will provide you innovative solutions that enable green initiatives by allowing for the most energy efficient machinery possible. SMC will provide you a clean, dry air treatment package that can be offered as a standard or an upgrade to your machines.

8

SMART MACHINERY COMPONENTS

SMC offers innovative components that enable smart machine design. Components are designed to enable remote machine monitoring and control.

9

ONE STOP SHOP

SMC manufactures the complete line of automation components. All products meet global standards and are locally available. SMC is widely accepted by most End Users.

10

ONLINE STANDARD COMPONENTS SELECTION

SMC will develop a standard components selection guide to enable standardization within your teams. All SMC parts have technical drawings globally available via the SMCE-Tech website.

11

BEST PRACTICES REPORTING

SMC will provide documented application successes. This is a one-page overview of the application - highlighting operational improvements, energy savings, cost saving details or machinery productivity improvements.

12

ONSITE & ONLINE TRAINING CLASSES

SMC offers customized onsite and online training classes - on a variety of subjects related to automation components, electric actuators, energy savings, optimal machine design and TPM methodologies.

