



Expertise – Passion – Automation



## STRATEGIC PARTNERSHIP PROGRAM

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*Innovative and Sustainable Solutions to Improve World Class Manufacturing*

## 1 DEDICATED CORPORATE ACCOUNT MANAGER

An SMC Corporate Account Manager is assigned as your one-point person of contact. They work closely with your Corporate HQ Sponsors, Engineers and all production facilities - to deliver, create, manage and execute all collaborative program objectives.

## 2 LOCAL FACTORY SUPPORT

SMC has over 6,000 local sales engineers in 83 countries to support all of your local production facilities.

## 3 DESIGN ENGINEERING SUPPORT

To fully support your Engineers - SMC has 1600 dedicated R&D Engineers that can develop new products or 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 Engineering and local facilities for design assistance related to plant safety upgrades to meet ISO 13849-1 or other Machine Directives.

## 5 OEM MACHINE SUPPLIER SUPPORT

SMC will support your OEM Machine suppliers with the integration of SMC specified components. SMC will provide pricing support, innovative design assistance and SMC project management to ensure on-time delivery and commissioning of new machines or lines.

## 6 CRITICAL SPARE PARTS FOR NEW OEM MACHINES

SMC will work with local factories receiving new OEM machines - to ensure all critical spare parts are available and onsite prior to production.



## 7 COMPRESSED AIR ENERGY SAVINGS ASSESSMENTS

SMC has developed a Streamlined Energy Savings Assessment program for our Corporate Accounts. Our goal is to find innovative solutions to reduce waste of compressed air in the factory environment.

## 8 MACHINE ANALYSIS ASSESSMENTS

SMC will perform plant level machine analysis to improve machine performance, identify waste, reduce scrap rate and improve line efficiency.

## 9 STOREROOM ASSESSMENTS

SMC will perform plant level storeroom assessments to reduce vendor base, eliminate duplication, standardize components, identify critical spares and offer cost savings solutions.

## 10 HIGH USAGE SPARE PARTS ANALYSIS

SMC will work with all local plants to identify high usage pneumatic components. SMC will conduct failure mode analysis and offer robust alternatives to ensure better performance and uptime on machines where components are used.

## 11 IMPROVEMENT ACTIVITY REPORTS

SMC will document all Corporate Account application successes with Improvement Activity Reports (IAR's). These IAR's are a one-page overview of the application - highlighting operational improvements, energy savings, cost savings details or plant process improvements. These IAR's are designed to be shared with other facilities to duplicate activity.

## 12 ONSITE & ONLINE TRAINING CLASSES

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





For more information contact:

