



SKF Documented Solutions

Improve your productivity and profitability with the SKF 360° Solution program.

 More machine uptime. More efficient use of manpower. Reduced total cost. Better technical support. Faster availability of critical machine components. Unique technology solutions. More effective use of information throughout your facility.

Based on your facility's needs and goals, the SKF 360° Solution program enables you to look at each of these critical areas for ways to improve your operation – and your bottom line.

Want to hear more about how our unique, modular offering of products, technologies, and value-added services can save you money? With the SKF Documented Solutions Program, we can show you, in about a one-hour meeting, what your ROI (return on investment) could be with SKF products and services. Contact your SKF Authorized Distributor to set up a consultation today.

With decades of hands-on application experience in virtually every major industry, SKF is uniquely prepared to find new efficiencies in your plant, and help you reduce your overall cost of operation. Steel, pulp and paper, chemical, petrochem, manufacturing, mining, automotive, food processing, printing – no matter what your industry, SKF has the know-how to find opportunities and deliver cost-saving Documented Solutions.

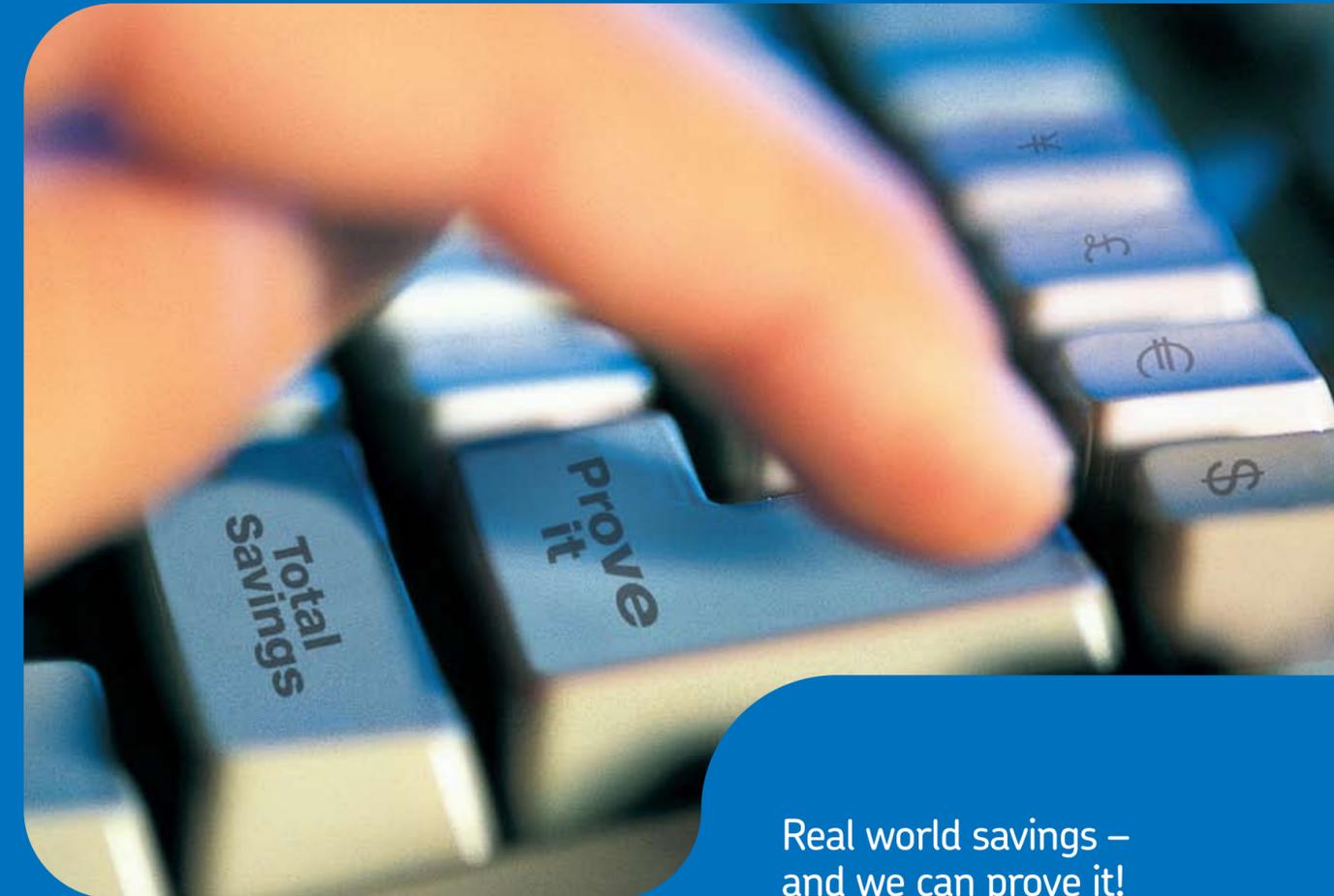
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Real world savings –
and we can prove it!



How much can SKF save you? Let's do the numbers.

The SKF Documented Solutions Program

SKF is probably not the first of your supplier partners to talk about "documented savings." But we are confident that no one else can match the tool we've developed for predicting and measuring the real world, annual net cost savings you could realize from SKF products and services. An extension of our global 360° Solution strategy, SKF Documented Solutions can show you how to cut thousands, if not hundreds of thousands of dollars, from your total operating budget.

Focusing on total cost of ownership (TCO)

In today's competitive business environment, and according to many leading business institutions, global leaders are focusing on sustainable, long-term savings and improvements for their operations, using a TCO methodology to realize the greatest value and best return-on-investment. Looking at expenditures from a TCO perspective is not new. But with the sophisticated data available today, it is now possible to predict savings immediately, rather than wait to see if the savings materialize. As a result, many managers are shifting their focus from the initial cost of a product or service to the total cost of ownership. Managers in every area – finance, purchasing/procurement, maintenance, reliability, operations, production – recognize that this is a demonstrable way to add hard value to the bottom line.

Explore options and calculate savings

With over 100 years of experience, SKF knows a lot about your industry and your applications – the technical challenges you face, including your processes and your working environment, and how they affect productivity and profitability. The SKF Documented Solutions Program uses SKF's significant experience in your industry to document the viability of specific savings solutions. You'll see the actual, bottom-line results of similar solutions implemented in your industry, as well as the benefits of utilizing best practices from other industries.

Where can your operation cut costs?

With deep application experience in virtually every industry, SKF understands your technical challenges and is uniquely prepared to help you find the hidden but real savings. With the SKF Documented Solutions Program, you will be able to confirm the viability of recommended solutions. Typical operational benefits include:

- Reduced energy consumption
- Reduced lubrication usage
- More efficient inventory management
- Reduced rejects and scrap
- Reduced raw materials
- Improved product quality
- Increased machine availability
- Reduced planned and unplanned downtime
- Reduced maintenance and repairs
- More efficient use of manpower
- Reduced disposal costs
- Increased machine speed
- Faster and more effective machine repairs

An assessment of the existing application conditions must be made before applying examples and any principles in this program. Consult your SKF representative to discuss any specific guarantee.

Use your own values to predict and measure your actual savings.



Getting started

How much could SKF products and services save you? The SKF Documented Solutions Program calculates your answer in about an hour, using input that you provide.

Applications and process improvements

Whether in gearboxes, pumps, motors, fans, machine tools, conveyors, cranes or industry specific machines, the program can predict the expected value of a solution for virtually any application. The program can also measure the impact of several process improvements, including energy, lubrication, and inventory reductions.

Supporting your asset management, energy and sustainability goals

The SKF Client Needs Analysis program can help you gain a clear understanding of where you are today, and where you need to be to meet your asset management, energy and sustainability goals. The SKF Documented Solutions Program supports those goals by providing specific solutions to the needs identified by the assessment.

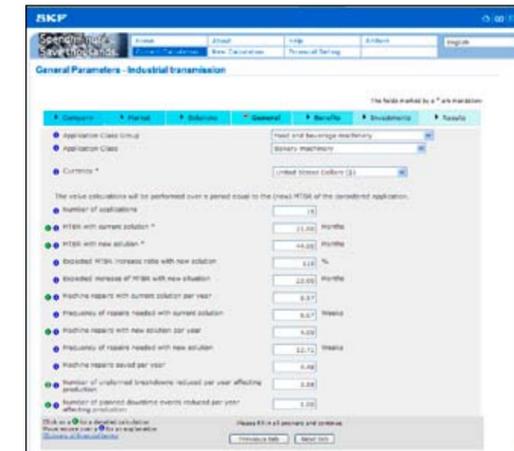
Solutions

The program allows you to see how offerings from the five SKF technology platforms – bearings and units, lubrication systems, mechatronics, seals, and services – can benefit your unique situation. Also, the program allows you to search for all SKF solutions that can help you address a specific need, such as the desire to reduce energy consumption.



Solution benefits

The program also presents a checklist that quantifies the areas of cost savings the solution could impact, based on your specific situation and industry standards.

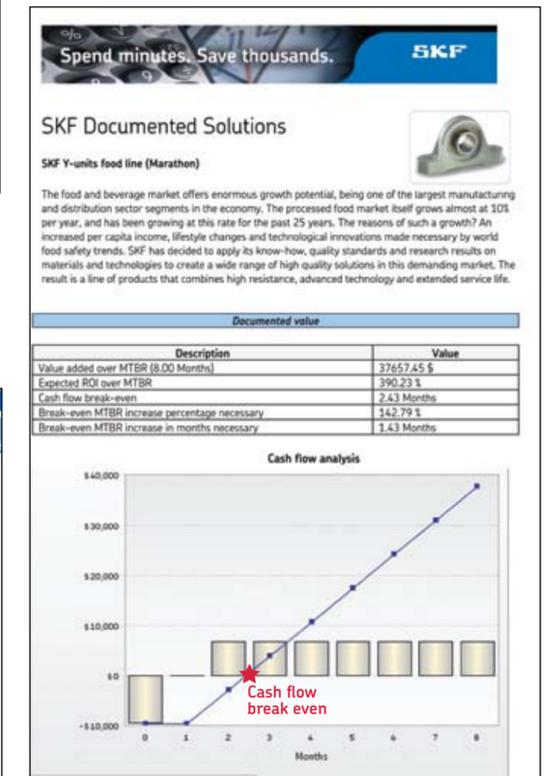


Application operating parameters

Based on your specific operating parameters – including frequency of repairs and time between unplanned shutdowns – the program generates a report that compares and contrasts your current approach to the SKF solution.

Cost savings report

Ultimately the program generates a comprehensive report that details all calculations and shows you when the SKF solution will have paid for itself, as well as what your ROI and your total cost of ownership will be.



The program automatically generates a cash flow break-even graph that allows you to see at a glance when your investment has paid for itself in savings. In the example above, the solution generated enough savings to pay for itself at 2.75 months – after that, it's putting hard money directly to the bottom line!