



**Schaeidler Yesco Expo**  
**Saving Money & Gain Reliability**  
**Rockwell Automation**  
**Remanufacturing & Repair**  
**Services**  
**March 28, 2024**

**Products and Solutions for the Electrical Industry**

## Common Maintenance and Repair Concerns

- Need to manage targeted maintenance budgets
- Improve overall equipment effectiveness (OEE)
- Source discontinued replacement parts
- Longer Mean Time To Repair (MTTR)
- Improved Supply Chain Lead-times
- Reduce waste and meet corporate sustainability objectives
- Grey Market / Counterfeiting Concerns Resulting in Cyber Security Vulnerabilities



Rockwell Automation Remanufacturing & Exchange Services Address Common Maintenance Concerns

## Rockwell Automation Remanufacturing at a glance

As the manufacturer of Allen-Bradley® products, we are the only **authorized service supplier of Rockwell Automation** OEM-specified components

**15**

REMANUFACTURING  
FACILITIES

**8**

GLOBAL PARTS HUBs

**24x7x365**

SERVICE AVAILABLE

**\$144 Million**

REPAIR PARTS  
INVENTORY

SALES SUPPORT IN 80+ COUNTRIES | ISO CERTIFIED FACILITIES | USE OF OEM-SPECIFIED COMPONENTS

## What is Remanufacturing?

A process performed by an original equipment manufacturer to return a *used* piece of equipment to “*like new*” condition

### Remanufacturing Services Support:

1. Out of warranty transactions
2. New Product warranty transactions
3. Remanufactured warranty transactions

### Remanufacturing Services Provide:

Quality that repair competitors can not match & assures customers of the quality expectations from when they purchased the equipment new

## BEFORE



## AFTER

We follow a comprehensive remanufacturing process to **extend the life of your Allen-Bradley® equipment.**

### We help you minimize risk by:

- Using trusted and verified OEM components and suppliers
- Updating firmware to the latest version
- Proactively replacing aged and worn components

Surveys show that using non-authorized repair vendors can result in **3x the failure rate** compared to products remanufactured by **Rockwell Automation**

## What does “Like New” mean?

- ✓ Unit is restored to functional state
- ✓ Full unit visual inspection by factory trained technician
- ✓ Break-down and cleaning on unit completed
- ✓ Updated with latest firmware revisions
- ✓ Engineering updates implemented
- ✓ Verification of all OEM specified components
- ✓ Full functional testing completed
- ✓ Environmental testing completed
- ✓ Full Quality evaluation
- ✓ Serial number logged for historic record keeping
- ✓ Comprehensive warranty
- ✓ Securely packaged for shipping
- ✓ Reliable asset for you

# Remanufacturing Service Levels

## Economy

### Competitive differentiators

- **Revision updates**
- **OEM specified components**
- **OEM Functional Testing**
- **New Product Warranty tracking and recovery**

Note: The benefits listed above can be performed ONLY by Rockwell Automation

### Service Level

- Approximately two weeks turnaround
- Customer/distributor incurs shipping costs to ship to remanufacturing center

**12-month warranty on entire unit**

## Priority

### Competitive differentiators

- Revision updates
- OEM specified components
- OEM Functional Testing
- New Product Warranty tracking and recovery
- **Leverages exchange HUB inventory**
- **\$100 million+ exchange inventory**
- **Strategically located exchange hubs globally**
- **50,000+ products available**

### Service Level

- Next day shipping included
- Free return shipping of failed unit

**24-month warranty on entire unit**

## Sustainability

### Remanufacturing Delivers:

- **85% of Energy Savings** verse Production of a New Unit Manufactured
- **90% Fewer Raw Materials** verse Production of a New Unit Manufactured By Rockwell Automation
- **ISO9001** & **ISO14001** Standards Throughout Process Reduce Waste and Energy Consumption
- Cleaning Fluid & Wastewater Not Released to Municipal Sewer System by utilizing **Evaporation Processes** within Remanufacturing Processes.
- **Environmentally Packed** Per OEM Specifications to prevent external damage from water, gas, and ESD.
- E-Waste from Remanufacturing **Recycled** by Rockwell Automation to ensure none is transferred to landfill.

Remanufacturing is a well documented way to hit sustainability goals while driving HARD Cost Savings to a company's bottom line.



# Inventory Recertification

## Are you confident your spare parts are operational and reliable?

- Testing & Recertification service
  - Test to determine if part is functional or in need of repair
- Product returned fully tested with 1-year warranty
- If the unit fails testing, it will be remanufactured and only the remanufactured price will apply - ***This is AUTOMATIC***
  - Broken seals or open boxes in storeroom
  - Environmental exposure (temperature, humidity, vibration, electro static, etc.)
  - Suspect inventory (repair work performed by unauthorized companies)



## What products can you repair?

*Rockwell Automation provides quality repairs*

on products including:

- *AC Drives*
- *DC Drives*
- *PLCs*
- *Power Supplies*
- *Servo Motors & Drives*
- *Weld Controllers*
- *Distributed Control Systems*
- *Robots and Controllers*

for manufacturers including:



## What is a Repair+ service agreement?

Repair+ is one contract for simplified repair budgeting that streamlines your repair order process with Rockwell Automation

- **Single contract for all repair services**
- **Renewable** contract
  - Single-year and multi-year options available
- Predictable, **fixed monthly billing**
- Benefit from **additional incentives**, reducing overall spend
- Leverage our quality remanufacturing services
  - Standard repair **warranty** on all repairs



Thank you!

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