

FESTO

Keyword: **Productivity**



**We drive automation for your success.
We are the partner to inspire you.
We shape the future together.**

**→ WE ARE THE ENGINEERS
OF PRODUCTIVITY.**

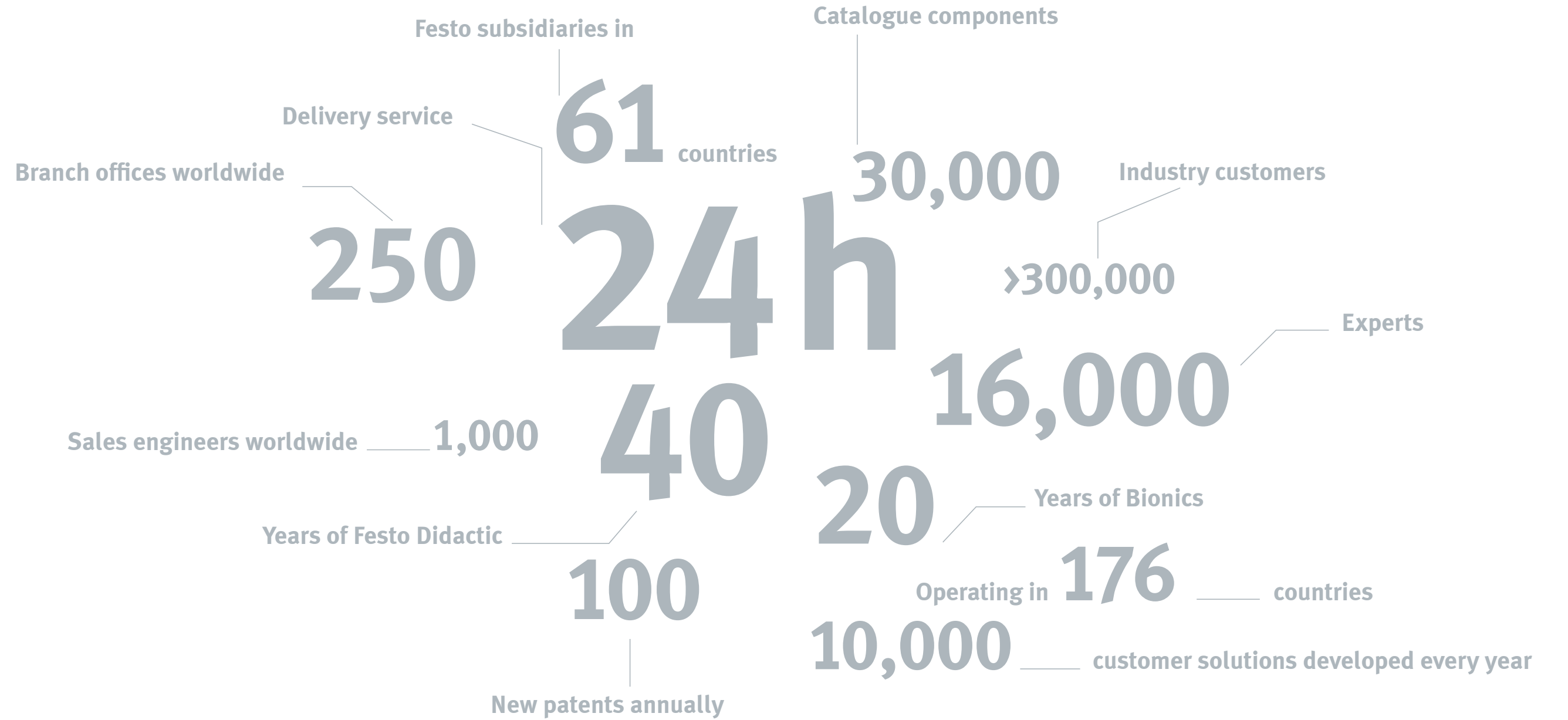


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Facts and figures:



Our world is in constant motion – every single day we have to make numerous decisions. Decisions that need careful consideration yet have to be made instantly. Decisions, too, that can have far-reaching implications on quality.

We all face the same challenge. And we all know that for companies to be successful on the global market it is crucial that they systematically sharpen their competitive edge. That is why we support you and work with you to pursue one great goal: **boosting your productivity.**

How? We ask questions. We listen. And based on your answers we create solutions that will ensure you benefit from expertise in factory and process automation, built up over many decades.

We want you to feel secure during each and every phase of our collaboration. As your partner, we want to guide you on the route to higher performance and help you be more efficient and save energy, time and materials. We will make the process, from design to installation through to employee training, as smooth as it will ever be.

Maybe you're already one of more than 300,000 industry customers who rely on us – who know that we can deliver **security, efficiency, simplicity** and **competence**. Or maybe you're still considering it. Either way, we promise that our passion will help you reach your potential – because **we are the engineers of productivity.**

You want that feeling of security.
You require uninterrupted production.
We bring you safety and reliability.

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We bring you safety and reliability. Whether you need to implement a machinery directive or need professional support with automation tasks, our global presence and specialists can be called on wherever you are and whatever the situation. Our 16,000 employees and over 1,000 technical and project consultants are committed to boosting your productivity and fostering that feeling of security.

Security



Expertise

Whatever the industry, we identify and cater to its specific needs, be it hygiene regulations, explosion protection, environmental conditions, laws, standards and much more. Wherever our products are used we make sure we observe regional requirements and offer the most suitable solution.

Machine safety

Machines have to be designed in a way that protects people, animals, property and the environment from harm. We aim for nothing less than the prevention of physical damage of any kind. That is why we offer numerous technical safety solutions, from circuit design recommendations, safety products and solutions right up to training programmes.

Quality

One of the vital ingredients for your and our success is outstanding, consistent quality. And by quality we don't just mean tested, 100% error-free products. We mean quality "made by Festo" throughout production, innovation, training, service and logistics processes.

Worldwide presence

You can rely on our products, solutions and services being available around the clock and the globe. Our technical hotlines, spare parts and repair services, 24-hour emergency service and on-site after-sales service are just some examples of how we do this. With over 250 branch offices in 176 countries and national companies in 61 countries we are always in close proximity to you. So you can benefit from close cooperation and worldwide availability.

A family-owned company

We have been looking to the future since 1925. As a family-owned company with a sense of continuity and a secure financial basis, we are not beholden to the capital markets but to our customers, employees and business partners. We think globally with a long-term strategy. This provides a firm sense of security not only to our employees, but also to you – for a long-term, stable and profitable partnership.



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You demand sustainable operations.
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Efficiency

Our
commitment.

Your
benefit.

Production on demand

Maximum flexibility in production combined with minimum manufacturing tolerances. 11 Global Production Centres, 6 Regional Service Centres and 28 National Service Centres with customer-specific production are your guarantee for outstanding efficiency – made possible by ultramodern, in-house developed manufacturing processes and state-of-the-art production lines.

Easy assembly services

You define your degree of vertical integration based on your capacity and expertise. We supply you with preassembled modules or ready-to-install solutions tailored to your needs. You reduce your engineering, procurement, logistic and assembly costs. Leaving you free to concentrate on your core business and increase your productivity.

Intelligent product finder

Search no more: with our intelligent product finder you can quickly narrow down our wide range of products to the one that is right for your application. Simply enter the technical features that you are looking for, select what you want from a list of suggestions. That's all there is to it.

Optimised engineering

Why waste time and money in expensive real-life tests when you can simulate instead? Our engineering software will help you choose precisely the products your application needs. Just enter the basic technical parameters, start the simulation, evaluate the results, and select the products from a list of suggestions. And if a parameter changes, the program automatically adapts, so you can avoid under or overdimensioning.

Energy efficiency

We help you to adopt a successful and sustainable approach to energy efficiency. We do this with a four-pronged approach encompassing: services, products and solutions, intelligent layout, training and consulting. And thanks to our choice of technologies you receive neutral advice on components, subsystems and complete solutions for the most energy-efficient solution for your application. And now we can also offer you energy efficiency certified by the TÜV: Festo Energy Saving Services.

We are the catalyst for your efficiency. With us, you can rely on technical experts and efficient technologies that will ensure your machines and systems consume fewer resources and less energy – keeping both your operating costs and your carbon emissions low. And that leads to increases – in the sustainability of your production processes and, ultimately, in your company's productivity.



You want reduced complexity.
You require easy running processes.
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Everything from a single source

Do you use both pneumatic and electrical systems? Then is us you will find the right partner for both – from hardware to software. This makes your purchasing considerably less complex and time-consuming. It also lowers your procurement costs because you only have to manage one supplier, place and track one order. You only need to process one invoice, and have precisely one contact for all matters concerning your order. It couldn't be simpler.

Simple products

Maximum functionality is a basic demand we make of all our products. But we are also committed to keeping things simple. Take our new standard cylinder DSBC for example, with its self-adjusting cushioning PPS which saves time and effort. Or the fieldbus installation system CTEL, which is easier to install and user friendly. Or how about the electric drive solutions in our Optimised Motion Series, which thanks to their web connectivity can be simply parameterised from the web cloud?

Ready-to-install solutions

You will always gain from our ready-to-install solutions. They will significantly reduce your processes, from engineering to commissioning. And the earlier you contact us, the better. Get us involved right from the start and you could achieve savings of up to 50% with a fully assembled and tested solution.

Engineering tools

With our engineering tools, we make it much easier for you to select products, and to size, design and order your systems. Three steps are all it takes. Simply select the product, apply the CAD data to your plans and place your order. Job done!

Support Portal

Around the clock on-line support provides you with in-depth information and application support at every stage of the process. Whether you need design, commissioning or declarations of conformity, the Support Portal is always available. Simply enter the part number and find everything you need. Over 2.4 million downloads a month show our customers agree!

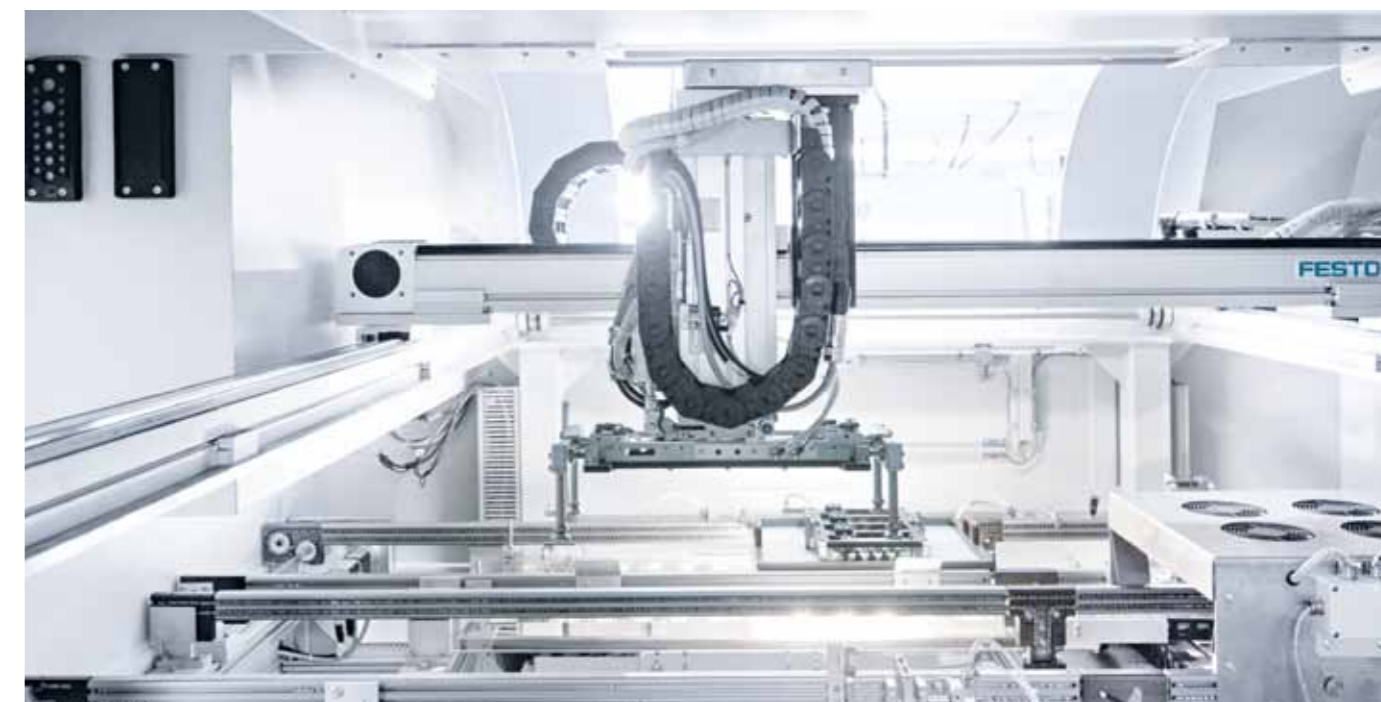
Convenient online shop

Open 24 hours a day, our clear and easy to use online shop always has the latest data – without looking for updates or new catalogues. Prices, delivery times and order tracking can be accessed at all times, giving you a complete overview of your orders. Components that you use often can be saved using your part numbers and retrieved quickly by importing bills of materials. Frequent purchasers can benefit from direct connection to ERP systems and their part numbers can be retained throughout the ordering process. Purchasing couldn't be simpler – as demonstrated by the more than 450,000 price queries we receive every month!

Our services.

Your convenience.

Simplicity



We are your route to simplicity. Because we know the expectations of your industry and we understand your needs. And we know that everything has to be uncomplicated, from selection to configuration and operation to after-sales. We make things as easy as possible for you in every respect. This not only saves you money, but also time. Time you can spend on your core business and your customers.

You want expertise.
You are looking for innovation.
We are the specialists in your industry.

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Industry expertise

We are your multi-industry automation experts. Our engineers successfully develop products and solutions for 38 different industry sectors, for both factory and process automation. There are few who understand the complexities and specialist requirements of automation as well as our specialists. Specialists who understand your business inside out and can add value. We know just how important this is.

Innovation leader

20 years ago, we revolutionised automation technology with the invention of the valve terminal. 10 years ago, we created a new dimension in functional integration with our automation platform CPX. Now we've made the adjustment of cylinders a thing of the past with our self-adjusting cushioning PPS. That is what innovation leadership means to us. And that is what we demand from ourselves each and every day in order to give you that decisive competitive edge. It is why we invest 9% of our turnover in research and development. We now have 100 new products ready for patenting each year and currently have more than 2,900 patents worldwide. And it is why we won the German Future Award in 2010.

Your partner for electrical and pneumatic automation

What drive you choose depends on the application. Whatever your needs, we have the right technology. AS experts in pneumatic and electrical motion and control, we can provide you with exactly the solution you need, including combinations of the two. From the drive to the control level, from the hardware to the software, you get intelligent intuitive solutions that demonstrate our passion for detail without losing sight of the picture.

Customised components

If you can't find the right solution in our standard product range, we can provide you with customised components, whether it's a minor modification or a completely new development. All tailored precisely to your needs. And to ensure the perfect fit, everything is done in close collaboration with you. We analyse the technical possibilities and work step-by-step to develop the ideal solution for your requirements. We currently develop around 10,000 customer-specific solutions every year.

We never stop learning

We realise that lifelong learning is the basis of continuous innovation and knowledge development. And it gives us a clear competitive edge. An edge that we constantly build on – not just by regularly training our own employees so they keep up with the latest developments, but also so we can pass it on to you. In the form of high-quality training to consolidate and expand your know-how. That makes you more productive – and makes us the world market leader in industrial training.

Competence

We are more than 16,000 specialists worldwide. With us, you get to work with experts who understand your industry. Our dedication, expertise and experience will pave the way to success. We have been setting trends and inspiring new concepts for automation for decades. Our knowledge will uncover your potential for success to great effect, be it with consultation or development, training, seminars or products.



Our expertise.
Your advantage.

You rely on factory automation.
 You rely on process automation.
 We are technology and qualified training.

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We are a global leader not only in automation technology but also in industrial basic and further training. Our mission is simple: to make your business more productive. With our knowledge, our eye for the big picture and our passion for detail we promote sustainable growth to keep the world moving.

More than 60 years in factory and process automation make us an expert partner. A partner who always has the right solution at hand – to keep your world in motion, too.

● **Research and development: looking ahead for sustainable innovations.**

That is why we invest an impressive 9% of turnover in research and development. We introduce more than 100 new patented products each year and currently hold more than 2,900 patents worldwide. This enables us to offer innovative solutions that give you a clear competitive advantage, by identifying, understanding and exceeding the expectations of our customers. Our research is focused on the production and working environments of tomorrow. In development, over 600 specialists in 20 global Technology Engineering Centres work on the applications of the future. The result is innovation in all areas – and a solid partnership with more than 300,000 customers around the globe.

● **Bionics inspired by nature.**

A key part of our constant drive to innovate the technologies of tomorrow is our ability to learn from nature. In the Bionic Learning Network, a cooperation between Festo and renowned universities, institutes and development companies, principles from nature provide inspiration for technical applications and industrial practice.

● **Future Concepts: new impulses for automation technology.**

With our Future Concepts, we are constantly seeking out new approaches in the fields of drive, control and gripping technology. Natural principles, artistic input and mathematical processes provide new impulses for industrial applications. New impulses that could also have a positive impact on your productivity in the future.

● Factory automation:

Our portfolio is designed for all the automation tasks involving the handling of discrete materials, such as joining, rotating, gripping, positioning, connecting, holding, testing and checking. Our automation solutions cover the entire control chain and our standard product range includes drive technology as well as valves and valve terminals. Sensors, intelligent compact vision systems and controllers ensure perfect communication throughout the entire control sequence. Compressed air preparation systems, tubing, fittings and matching services complete the range.

● Process automation:

We provide centralised and decentralised automation concepts for the production, transport, handling and disposal of gases, fluids, semi-solid materials or flowing bulk materials. Designed for GMP, food or ATEX zones, for high and low temperatures, and for harsh and corrosive ambient conditions.

Factory and process automation: we can do both. All to your benefit.

As the world's leading provider of pneumatic and electrical automation technology, we offer the right solution for every challenge. With around 30,000 catalogue products, customised components and ready-to-install solution with a service package to match, we are your perfect global partner factory and process automation. We exploit the synergies between both areas for your benefit while our fully integrated range offers you solutions from a single source. As you can see, we are about more than just components. You profit from the know-how of our experts, right from the initial consultation to far beyond the application of our products and solutions. That is what we mean by a fully integrated range that covers your entire value chain.



Festo Didactic: because knowledge makes you more productive.

With more than 40 years of experience and over 430 specialists, we offer skills development, training, qualification and consulting services in around 80 countries across the globe. Festo Didactic is the world's leading supplier to technical educational institutions as well as a provider of consulting and training service for industry. We have equipped more than 36,000 educational institutions with our hardware. Every year, approximately 2,900 Festo Didactic seminars draw in over 42,000 attendees. And we are committed to fostering young talent too. That's why we have been a supporter and partner of the international WorldSkills initiative – the world's largest education platform – for more than 20 years now.



● Consulting and training services for industry

The Training and Consulting division offers:

- Skills development programmes
- Courses and company-specific training in the areas of People, Technology and Organisation
- Process and organisational consultancy focusing on production and related areas



● Resources for technical training facilities

We equip universities, colleges, schools and industrial companies with the equipment for basic and further training in all areas of mechatronics, factory and process automation, organisation and people development

- Technical laboratory equipment and learning systems
- Learning factories
- Training sessions and train-the-trainer programmes
- Courses
- E-learning



● Festo – we never stop learning

As a learning company, we take our corporate responsibility for training and lifelong learning very seriously: 1.5 % of our turnover is invested in training for our employees. And that means we're investing in your productivity too.

You depend on efficient production.
You want that feeling of security.
We are your global partner for training and automation.

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Festo in motion

We live to boost your productivity. We know that if you don't go forwards, you go backwards. To find out more about the engineers of productivity and see maximum productivity in action, simply scan the following QR code using a suitable app and experience Festo in motion. Enjoy!



Festo – a video showcase:

Who we are, what we stand for
and what we can do for you.

www.festo.com/whyfestofilm_en

Contact us!
www.festo.com