

ENGINEERING
TOMORROW

Danfoss

DrivePro® Life Cycle Services

Are you our next
DrivePro® Service Partner?

Grow

your business
with the unique
DrivePro® range
of services



drivepro.danfoss.com



DrivePro[®] Service Partner

You grow your business

...and we at Danfoss are here to support you. As a DrivePro[®] Service Partner you deliver the DrivePro[®] Life Cycle services. These services go beyond simple device maintenance, repairs and replacements, to proactively improve customers' productivity, performance and uptime.

As our partner, you are the face of Danfoss on site with your customers.

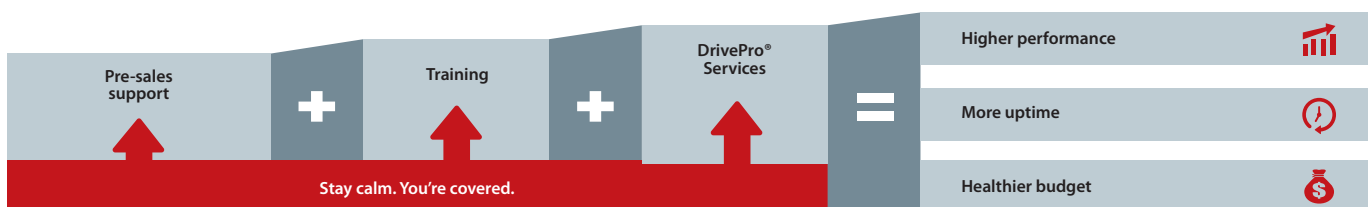
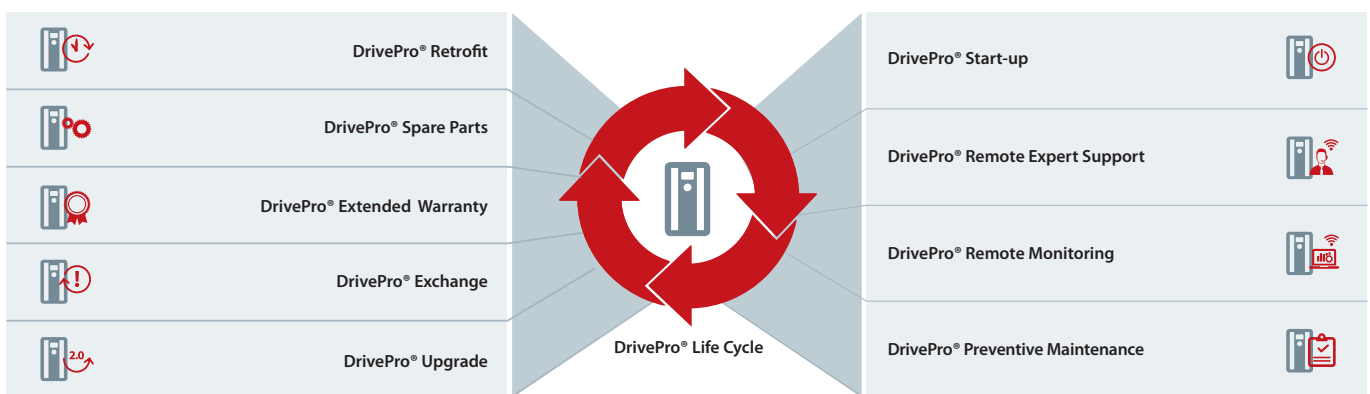
We collaborate together to guide and support the customer all the way through his installation life cycle. Your customer enjoys peace of mind whilst getting the most out of his AC drives applications.

- **What's in it for you?**
This is an opportunity to grow your business by building capability and selling service products
- **What's in it for your customers?**
Best-in-class service from a local provider, with global standardization

Danfoss aims to ensure high-performance local service, and mutually grow service business with partners.

To assist you, Danfoss provides global standardization of service products, training, authorization and help in promoting the Danfoss brand.

DrivePro[®] Life Cycle services





How do you become a DrivePro® Service Partner?

Steps on the path to partnership

- We discuss the match of our business goals and your technical capability. We assess your business on the basis of service business, service capability, quality and transparency
- When there is a good match, we offer you authorization as DrivePro® Service Partner.
- You're in business:
 - We provide technical and commercial training as DrivePro® Service Partner.
 - We collaborate on business development to increase your ability to grow your business.
 - We support your business promotion with marketing materials

- Development:
 - We agree on targets, we perform regular audits and performance assessment, and identify ongoing training needs
 - You enjoy the privileges of the Partner Benefit Program

Training

Take advantage of our numerous training programs available to improve your personal knowledge and skills to help you get the most out of your customer's drives, and keep them running at full potential. We also aim to keep you up to date on trends, methods and features that save additional energy or offer new ways to increase performance or decrease process downtime.

Personnel at any level will benefit from our programs that cover a wide range of topics, such as products, services, technology, engineering, tools, industries and applications.

- Learn more
<http://drives.danfoss.com/knowledge-center/training/#/>

Interested?

Contact your local sales office.





Stay calm. You're covered.

You're covered

with DrivePro® Life Cycle service products



DrivePro® Retrofit

Minimize the impact and maximize the benefit

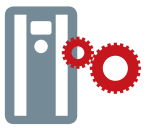
Manage the end of product lifecycle efficiently, with professional help to replace your legacy drives. The DrivePro® Retrofit service ensures optimal uptime and productivity during the smooth replacement process.



DrivePro® Start-up

Fine-tune your drive for optimal performance today

Save on installation and commissioning time and cost. Get help from professional drives experts during start-up, to optimize drives safety, availability and performance.



DrivePro® Spare Parts

Plan ahead with your spare part package

In critical situations, you want no delays. With DrivePro® Spare Parts you always have the right parts on hand, on time. Keep your drives running at top efficiency, and optimize system performance.



DrivePro® Preventive Maintenance

Take preventive action

You receive a maintenance plan and budget, based on an audit of the installation. Then our experts perform the maintenance tasks for you, according to the defined plan.



DrivePro® Extended Warranty

Long-term peace of mind

Get the longest coverage available in the industry, for peace of mind, a strong business case and a stable, reliable budget. You know the annual cost of maintaining your drives, up to six years in advance.



DrivePro® Remote Expert Support

You can rely on us every step of the way

DrivePro® Remote Expert Support offers speedy resolution of on-site issues thanks to timely access to accurate information. With the secure connection, our drives experts analyze issues remotely reducing the time and cost involved in unnecessary service visits.



DrivePro® Exchange

The fast, most cost-efficient alternative to repair

You obtain the fastest, most cost-efficient alternative to repair, when time is critical. You increase uptime, thanks to quick and correct replacement of the drive.



DrivePro® Remote Monitoring

Fast resolution of issues

DrivePro® Remote Monitoring offers you a system that provides online information available for monitoring in real time. It collects all the relevant data and analyzes it so that you can resolve issues before they affect your processes.



DrivePro® Upgrade

Maximize your AC drive investment

Use an expert to replace parts or software in a running unit, so your drive is always up-to-date. You receive an on-site evaluation, an upgrade plan and recommendations for future improvements.

To learn which products are available in your region, please reach out to your local Danfoss Drives sales office or visit our website <http://drives.danfoss.com/danfoss-drives/local-contacts/>



Stay calm. You're covered.

Use the DrivePro® app for fast access to the DrivePro® services, for improved productivity, performance and uptime of your systems. Find your closest service partner, place a service request, and register your AC drives. You can also look up product information, specifications and manuals for your specific drive.

Quick, simple, reliable. Giving you complete control.



Follow us and learn more about AC drives



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