

# *ToolCover and EasyStart campaign for Certified Service partners*

*Atlas Copco*

## *Certified service partner activity – Service is involved!*



Now it is time to start with a new certified service partner campaign. The promotion is about EasyStart and ToolCover Protect that will keep the customer's Atlas Copco tools in best condition. Take this opportunity to do add on sales with the Atlas Copco tools. The campaign is between 21.08.2017 – 15.12.2017. The TOP 3 certified service partners that collect more than 200 points from the tasks below will get a special award.



### **Task EasyStart:**

All sold handheld controlled tool up to 300 Nm must be offered and sold with an EasyStart package. For every offer that include EasyStart gets 10 Points and for every order of EasyStart gets 50 Points. In case of projects only one offer/order is counted.



### **Task ToolCover Protect:**

All sold handheld controlled tools up to 300 Nm should be covered by a ToolCover Protect agreement. For every offer that include Tool Cover Protect gets 10 Points and for every ordered Tool Cover Protect gets 50 Points. In case of projects only one offer/order is counted.

### Task EasyStart:

All sold handheld controlled tool up to 300 Nm must be offered and sold with an EasyStart package. For every offer that include EasyStart gets 10 Points and for every order of EasyStart gets 50 Points.



### EasyStart Standard price and conditions

| EasyStart                   |                |
|-----------------------------|----------------|
| Number of psets             | 1              |
| Control strategy for psets  | Basic          |
| Accredited Tool Calibration | 25 tightenings |
| Operator training           | Included       |
| Residual torque checks      | Included       |
| Run-offs                    | Included       |

PRICE: 392 Euro -15% discount

Product ID: 9900410429

### EasyStart requirements and description of basic service

**Conditions:** Specifications of the configuration of programs, accessories and communication interfaces must be provided by the customer upfront. The customer has to ensure that the Atlas Copco Service Engineer can carry out the EasyStart without any waiting time.

**Transportation cost:** Transportation fix price for more than 100 km is 350 Euro and transportation fix price for less than 100 km is -1,1 Euro/km. Up to 4 tools can be installed during one visit on site. For more tools additional charge for accommodation might need to be added.

**Programming:** One pset with a basic 2-step tightening strategy is included. Additional psets can be added to the ordered separately.

**Not included:** Physical installation, programming of accessories and fieldbus. If this would be interesting to the customer it can be offered separately.

**Accredited tool Calibration:** Atlas Copco will verify the capability of the installed tool by calibrating the tool including the entire system (controller, cable, software) according to Atlas Copco process standards.

**Training:** Atlas Copco will introduce the newly installed system to up to five operators of the customer. The training will take place on the same day of the EasyStart and will take max 1 hour. The training will contain a basic introduction how to use the tool and the basic error codes of the controller. After attending the EasyStart training, each participant will receive a certificate proofing his attendance to the training.

**Residual torque check:** Atlas Copco will carry out five residual torque checks, if customer parts are available.

**Run-off:** Atlas Copco will monitor the start of production (max. 1 hour) and verify if the tightening system is working as supposed to. The run-off is only applicable if production starts right after the installation.

### Task ToolCover Protect:

All sold handheld controlled tools up to 300 Nm should be covered by a ToolCover Protect agreement. For every offer that include Tool Cover Protect gets 10 Points and for every ordered Tool Cover Protect gets 50 Points.



### ToolCover Protect requirements and descriptions

| ToolCover                        |  |
|----------------------------------|--|
| Preventive maintenance           | Once per year and tool                               |
| Accredited calibration           | Once per year/tool                                   |
| KPI standard and analysis        | Yearly direct cost tracking                          |
| Warranty                         | Extended 3 months warranty after maintenance         |
| Atlas Copco professional support | Annual feedback meeting                              |
| Repairs                          | Not included but possible to couple with RapidRepair |

PRICE: 542 Euro per year or 1626 Euro for 3 years - 15% discount, to be paid in advance.

Product ID: 9900410449

### ToolCover Protect requirements and description of basic service

**Deliverables:** Preventive Maintenance include tool checking, greasing, cleaning, replacement of recommended service kits. In the toolcover are 3 months extended warranty included with accredited torque calibration in one point with certificate. The customer get fixed and preplanned maintenance cost per tool with basic KPI reports to highlight product deficiencies.

**Standard Conditions:** Contract period is 3 years period with one preventive maintenance and accredited calibration per year. The tool can have max 250 000 tightening/year and average hardness of the tool. The ToolCover Protect is for handheld tools up to 300 Nm. For contracts with less than 4 tools our service will be performed in our central workshop in Poland. For 4 tools onsite service is possible but then transportation cost has to be added. For more than 4 tools travel cost has to be added but also accommodation.

**Transportation cost:** Transportation fix price for more than 100 km 350 Euro. Transportation fix price for less than 100 km -1,1 Euro/km. Additional charge for accommodation can be charged if needed.

Warranty is applicable for the tool but cables, controller & other accessories are excluded and all repairs are quoted separately. In case of recommendations (as mentioned in preventive maintenance report) are not followed by customer, service warranty will not be applicable. Any mishandling, misuse or abuse to the tool is excluded from the warranty.

For special requirements than standard conditions or other questions please contact your local Atlas Copco Service Sales Engineer.

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