

OEM SOLUTIONS

DELIVERING TECHNICAL, COMMERCIAL AND OPERATIONAL EXCELLENCE





Routeco is the largest control and automation product and solutions distributor in the UK.

We have a nationwide team of OEM consultants working with many diverse and demanding machine builders. Consultative collaboration with these companies has resulted in strategies and relationships that have consistently achieved world class technical solutions, commercial cost savings and significant operational efficiencies.

“

Our OEM Solutions Strategy is unique in terms of scope and resource. As a direct result of our consultancy service and supply chain solutions, many diverse businesses have gained significant benefits with dramatic improvements in business efficiencies, cost savings (transactional and hard cash) and the deployment of world class technologies.

The OEM business sector is a large, strategically important part of our business. We are constantly seeking to enhance our capabilities through investment in resource and technology, as we seek to support our customers' continued success. Working in true collaboration we deliver outcomes which lead to enhanced competitiveness and profitability for our customers, and that's good for us too.

”



Ian Stewart, Chief Executive Officer



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TECHNICAL SOLUTIONS



Your challenge is to differentiate your company amidst global competition and rapidly evolving technology. Your customers demand innovative solutions that increase business agility, optimise productivity and achieve sustainability objectives - all while continuing to lower their total cost of ownership.

Routeco's OEM solutions team is here to help. We pride ourselves on our technical capability to look at a complete machine control solution and deliver enhanced machine performance, increased data production and overall equipment effectiveness while lowering total cost of ownership - allowing you to maintain a competitive edge both technically and commercially.

OPERATIONAL EFFICIENCIES



OEM solutions has a range of proven strategies and initiatives to provide substantial electrical material cost savings and improve efficiency within all the core areas of the OEM's business including: stores/inventory, design, engineering, purchasing, production and finance. These strategies address efficiency improvements and remove the common issues that can exist in the whole design to delivery process. Routeco also has an in house Assembly Division which can provide sub-assemblies to reduce your build-time and costs.

COMMERCIAL SAVINGS



We are committed to partnering with leading product franchises; covering pneumatics, robotics, electrical and automation, to ensure a competitive offering against an existing supply and looking to achieve vendor reduction. This should then reduce the transactional costs, lowering the total net cost of your machines. We know holding and controlling stock is costly, so we offer a vendor managed inventory package and control the stock inventory for you, updating stock requirements with barcode scanners and delivering goods to stores or line side where necessary.



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TECHNICAL SOLUTIONS



- > Product specialists
- > System design
- > Remote connectivity
- > SMART machines
- > Safety legislation
- > Network infrastructure
- > Robot solution
- > World class technical solutions
- > Machine audits for increased machine performance and lower total cost of ownership
- > Operate a no risk strategy on alternative technology
- > Value engineering programmes



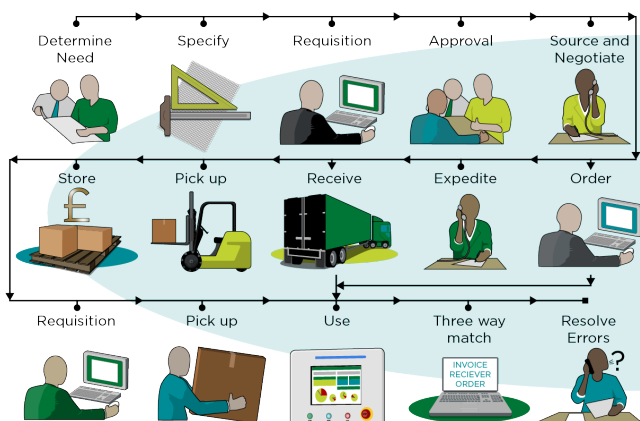
- > e-business solution
- > Guaranteed stock availability through stocking strategies
- > Reduced need for onsite stores inventory
- > Onsite stock
 - > Bonded stock
 - > VMI
 - > Kanban
- > Barcode stock management
- > On time deliveries
- > Single kit orders
- > Pre-assembled products



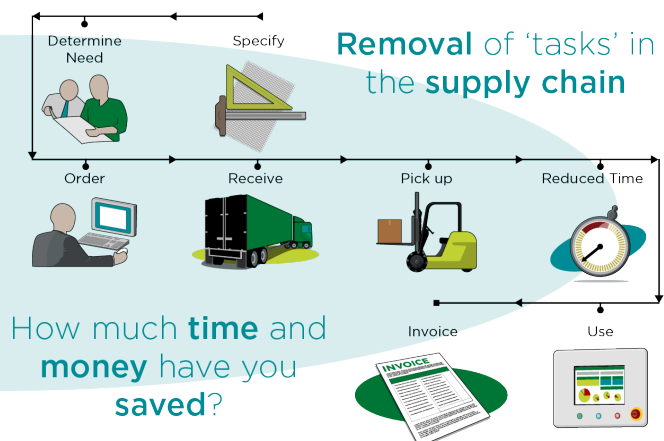
- > Consolidation of electrical suppliers
- > Supply chain partnership
- > Consolidation of purchase orders
 - > Purchase orders
 - > Invoices
 - > Shipments
- > Kitting
- > Removal of purchase ledger queries

HOW MUCH WILL YOU SAVE?

Aquisition: More steps and costs than you think



Removing steps and cost out of the supply chain



Leading Manufacturers

Routeco's product portfolio includes some of the leading brands in manufacturing which have influenced the control and automation industries for many years.



Allen-Bradley

AMCI ADVANCED MICRO CONTROLS INC.



Bussmann
by EATON



COGNEX

Cooper Lighting
by EATON

Crouse-Hinds
by EATON



invenSys
Eurotherm



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TESTIMONIALS

“ The stability that Routeco has provided goes far beyond our expectations. We have gained significant benefits by entering into a totally collaborative partnership with Routeco’s specialist OEM division and seen dramatic improvements in business efficiencies and cost savings (hard cash and transactional) along with an improved technology platform in our control solution. The decision to go with Routeco was based on their extensive knowledge of the OEM’s business and the strategies and initiatives around their core ethos of reducing costs and improving performance for the OEM without any risk. It has put Parkland International in a stronger position going to market and I would recommend any potential clients to talk to Routeco’s OEM specialist team. ”

Damian Kelly - Director
Parkland International

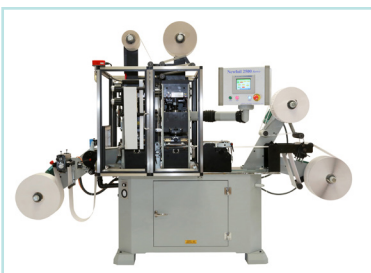


“ We made the decision to partner with Routeco (OEM Business Solutions team) after extensive tests and trials with numerous other companies participating in the “servo solutions” industry. It was a good decision.

With Routeco’s commitment to supporting us from concept through to final trials and on into production, we have enjoyed all the benefits of a comprehensive one-step solution, technical expertise, quality products, reliable service, personnel dedicated to finding the best technical and commercial solution for our product range. Their engineers passed on the benefits of their vast experience to enable Newfoil to own the technology used on our equipment, a vital element of the “complete package” for a machine manufacturer who exports worldwide.

The solution is fully scalable from 2 to 8 axis and to a great extent future proof. We would unhesitatingly recommend OEMs to consult with Routeco’s OEM Business Solutions team, it will be time well spent. ”

D.Evans - Managing Director
Newfoil Machines Ltd



Routeco has successfully established itself as one of Europe's leading distributors of industrial automation and control products. Over an impressive period of sustained and continuous growth, Routeco has secured a network of sales locations employing over 300 personnel.

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Premier
Partner

