

PRESS ARTICLE

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BUILD, MAINTAIN AND IMPROVE PERFORMANCE WITH SIDEL GROUP SERVICES



Achieving and maintaining optimum performance over the lifetime of their assets is key for successful beverage producers. At Drinktec 2017, the world’s leading trade fair for the beverage and liquid food industry, the Sidel Group showcased how its Services portfolio can help to reach this objective.

Bottling complete lines as well as stand-alone equipment are critical asset investments for successful production. Optimising their performance is crucial for improved ROI (return on investment) and ROA (return on assets). While optimum performance is not static over time, it is essential at each stage of the production lifecycle: from the initial design phase, through the ramp-up of the equipment, throughout the production cycle and continuously.

Central to maintaining optimum performance is effective maintenance and Sidel and Gebo Cermex – part of the Sidel Group - launched at Drinktec new modular maintenance agreements: ‘Time & Material’ - for tailored preventive maintenance and ‘Fixed Price’ - for condition-based maintenance at a fixed cost. These new additions are specifically designed to strengthen the Group’s Services portfolio through a holistic approach to preventive maintenance, which helps customers to maintain performance at optimum level throughout their production.

Pavel Shevchuk, Sidel Executive Vice President of Services, comments – “Our solid expertise, based on over 400 pieces of equipment currently under maintenance agreements worldwide, allows us to propose to our customers advanced maintenance solutions. With the introduction of the new ‘Time & Material’ and ‘Fixed Price’ agreements, customers have even more flexibility in securing the right performance for their equipment. By choosing the agreement best suited to their needs, they can achieve control of maintenance costs over time and predictability in production output, for increased equipment availability, resulting in reduced TCO (total cost of ownership).”

With training being a key contributor to continuously building operators’ performance, at Drinktec the Sidel Group also launched a new Skills matrix assessment, which identifies exact competence

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levels and provides a detailed overview of existing versus required skills, tailored to customers' equipment and targets.

Jean-François Tournenc, Gebo Cermex Vice President Services, comments – “Production requirements and environment are growing more and more complex, with producers striving to protect their competitiveness. At Sidel Group we master the drivers to optimise productivity, such as line and machine design, operators' competencies (training and assessment), raw material and consumables (bottle and packaging design), production organization and processes (tpm, lean manufacturing, line audits). All of this delivered by a full solution partner.”

To continuously add value and stay competitive in a fast evolving market, among its Line Improvements & Audits solutions for improving line performance, the Sidel Group also showcased at Drinktec its 360°, Focus and ECO Audits. They feature a thorough line and equipment diagnosis, to identify both quick wins and longer term comprehensive actions to improve productivity. An extensive Options and Upgrades portfolio helps to implement new functionalities and to keep pace with the latest technologies.

Spare parts, technical and field support are also central to customers' maintenance requirements. Advanced technical skills and top quality original parts provide certainty in terms of continuous uptime. These parts are also available via a user-friendly e-shop – Sidel Services Online – to give producers fast and easy access to their installed base for orders and offers, with local support from dedicated parts administrators.

For further information on the Sidel Group Services portfolio visit www.sidel.com/services and www.gebocermex.com/Services





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About Sidel Group

The Sidel Group is formed by the union of two strong brands, Sidel and Gebo Cermex. Together, we are a leading provider of equipment and services for packaging liquid, food, home and personal care products in PET, can, glass and other materials.

With over 37,000 machines installed in more than 190 countries, we have nearly 170 years of proven experience, with a strong focus on advanced systems, line engineering and innovation. Our 5,000+ employees worldwide are passionate about providing complete solutions that fulfil customer needs and boost the **performance** of their lines, products and businesses.

Delivering this level of performance requires that we continuously **understand** our customers' challenges and commit to meeting their unique goals. We do this through dialogue, and by understanding the needs of their markets, production and value chains. We complement this by applying our strong technical knowledge and smart data analytics to support maximum lifetime productivity to its full potential.

We call it **Performance through Understanding**.

Find out more at www.sidel.com and www.gebocermex.com, connect with us and get the latest updates on Twitter



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