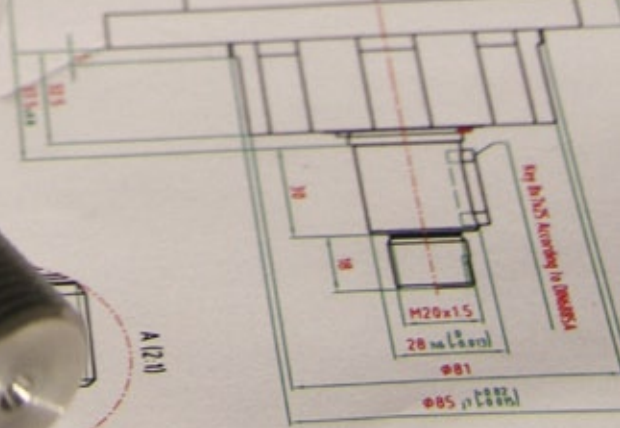
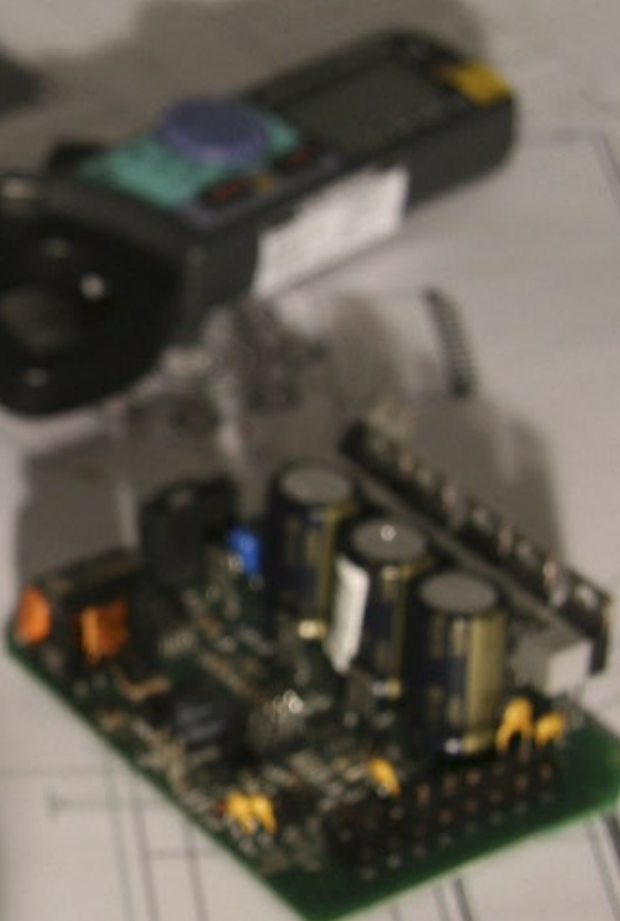


# Customised Solutions

*Optimised and tailor made drive system solutions*





# Quality at every stage

– *with an open eye on cost!*

**Our customers step into a new era.** With demands on higher productivity on the one hand and higher quality on the other, they find themselves players in a global market. We understand their need to concentrate on their core business, their need to choose suppliers capable of taking responsibility and off load them throughout the development and production processes. And, last but not least, their need for suppliers that pay attention to cost!

**This has meant a breaking point also for us at Östergrens.** Regardless of the location of our customers, we are now able to support them with a strengthened and specialized organisation, flexible and capable of meeting the market requirements. We call it Customised Solutions, or CS.

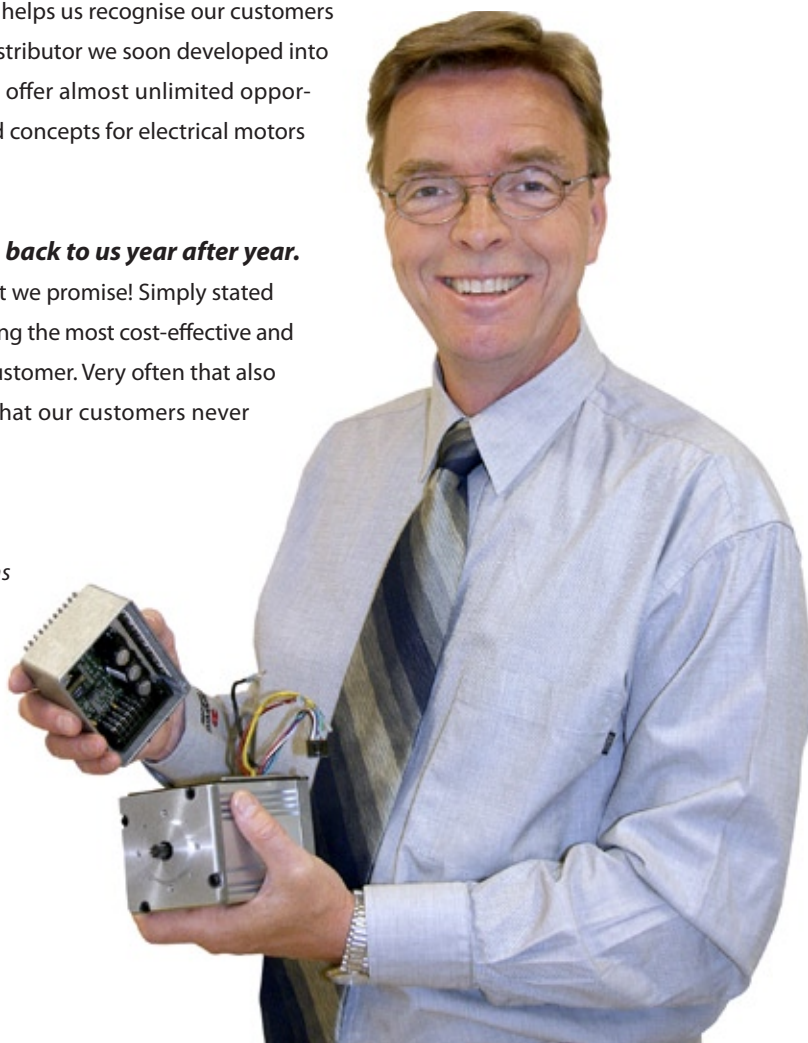
**CS stands for the driving force that has always been an Östergrens trade mark.**

Many years of dedicated enthusiasm for electrical motor applications has given us a unique knowledge which quickly helps us recognise our customers requirements. Starting out as a distributor we soon developed into an innovative supplier. Today we offer almost unlimited opportunities for optimised, customised concepts for electrical motors and drive systems.

**Satisfied customers keep coming back to us year after year.**

This confirms that we deliver what we promise! Simply stated "Östergren-quality" means providing the most cost-effective and optimal solution sought by our customer. Very often that also means finding a smart solution that our customers never even knew existed!

Lennart Edman  
*Sales Director, Customised Solutions*



# *Everything starts and ends* **with the function**

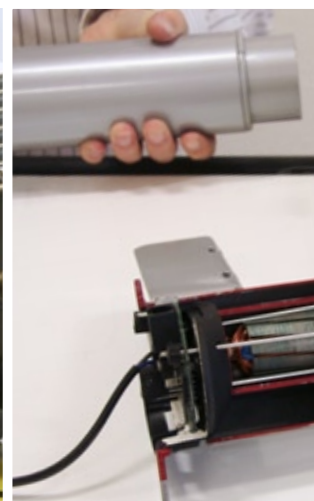
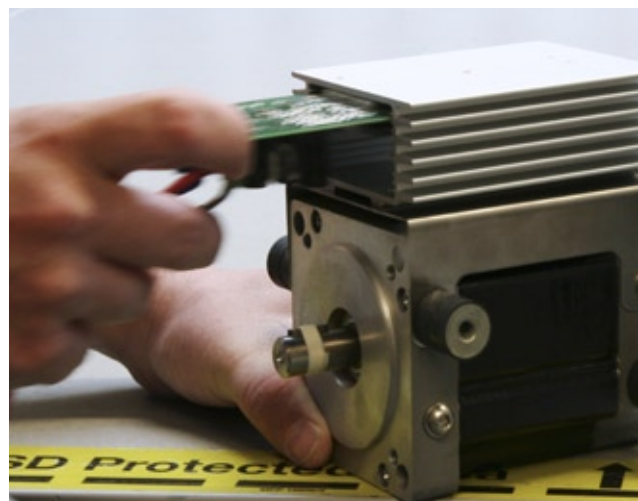
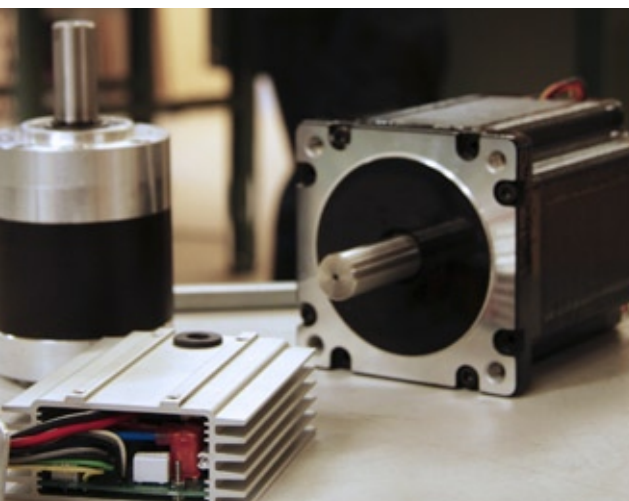
## ***Developing the right solution is about adding requested functions.***

Sometimes it is enough to simplify a current function in order to make it more cost effective. As our customer you do not need to consider the characteristics of your required concept, you just need to tell us what problem you need solving!

Östergrens has over 30 year's experience from the electric motion field and our co-workers have a profound knowledge of what constitutes technically and commercially viable solutions. We tailor make a solution for you – from the first analysis of your requirements, through development, to delivery and after sales service.

***You the customer decide where to draw the line!*** For some it is sufficient with a well optimized motor solution, others may prefer part-assembly or a complete function. Choose between:

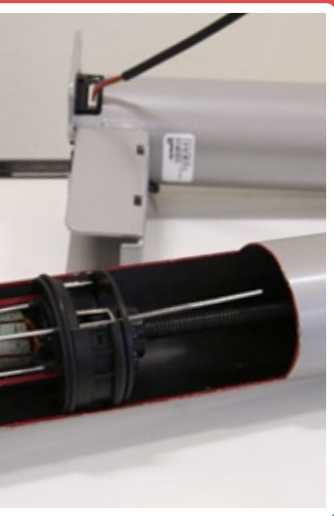
- **Electrical motors, gears, control electronics**
- **Sub-assembly**
- **Complete drive system**



### **Cost effective manufacturing**

*We have formed a flexible organisation in order to be as cost effective as possible. As an extension of our business in Sweden we opened in 1999 a manufacturing company in Changzhou, China, some 150 km north west of Shanghai. We source products locally in China and develop and assemble these locally, utilising our own workers and quality engineers.*

*Regardless of where in the world we need to deliver, we can do this from Sweden or from our operations in China, without a middle man and still marked with our stamp of quality. An optimal, cost-effective function, tested and ready for volume production. And we are prepared to leave a function guarantee.*





## Customised Solutions- step by step



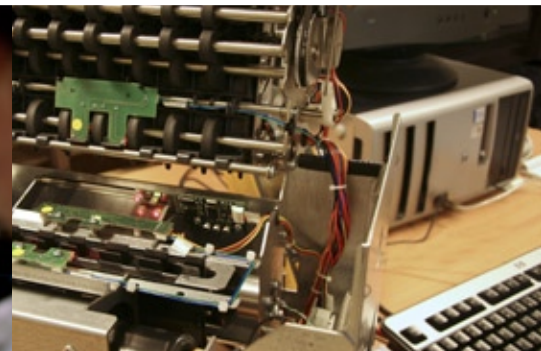
### REQUIREMENT ANALYSIS

What problem do you wish to solve? We contribute with our profound knowledge and experience. We collect data and analyse which solution we consider to be the most suitable, from both a technical and commercial view.



### SOLUTION PROPOSITION

Together with your development department we turn the need analysis into practice! We formulate the function and propose a solution – meeting high demands on performance, design and cost effectiveness!



### FUNCTIONAL GUARANTEE

The function is thoroughly tested both in theory and in practice – either in our test lab or in your plant. We can offer a functional guarantee thanks to our wide experience of simulation and environmental testing.



# Guaranteed functionality

– *for your peace of mind*

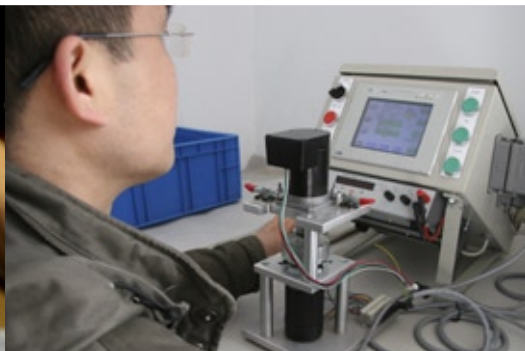
**We start from your reality.** From the start of each new project we pay close attention to how the developed concept will work in the intended application, from both a strategic and technical point of view.

**Functionality that meets all your requirements.** Thanks to our considerable knowledge and experience of drive technique we are able to offer you our functional guarantee. Assuming the product is used in accordance with the specification and within parameters agreed upon, we ensure and guarantee that it fulfills your requirements.

**Parallel development of test-equipment and packaging system.**

The development of both test equipment and suitable packaging are also included within the project. Thus when you receive your product you can be sure that it is fully tested and carefully packaged with no need for further inspection upon arrival.

As an Östergrens customer you can be absolutely assured with both the product as well as the delivery!



## PREPARING FOR VOLUME PRODUCTION

When all tests are completed and the prototypes evaluated, the developed solution is adapted for volume production. We make sure you have the right equipment including special tools or even complete production lines when needed.

## FINAL TEST

As an Östergrens customer you will not need to perform any incoming inspection of your tailor-made solution. We carry out final tests according to agreed parameters. You receive a ready-tested function, complete with well-documented test protocols.

## LOGISTICS

We handle the logistics for you. Regardless of where in the world you wish to deliver, this can be sent from Sweden or our branch in China. Without the middleman and with our mark of quality stamped on the lid! The optimal, cost-effective solution, ready for your volume production!