

BEST VALUE OPTIONS

- 1. Proven, accurate MES components 12 Total.
- 2. Six industry-leading MES components including LEDS, DTV, QDS, CIL, CL, and SPC.
- 3. Second-to-none Data Integrity.
- 4. Capture of validated, accurate data leading to precise corrective action. (More than 16 customized data capture reports exist within our LEDS component.)
- 5. Significant Return on Investment Average of 10:1 ratio.
- 6. OEE increase in efficiency by as much as 44% over four years.
- 7. Lower cost than the majority, if not all of our competitors.
- 8. Support and maintenance on a 24/7 basis (Levels 2 and 3).
- 9. Execution of our own MES implementation and integration.
- 10. Pilot line and proof of concept availability reducing risk and financial exposure.
- 11. Lighthouse effect achieved through long-range planning and cataloging.
- 12. Predictive Maintenance.
- 13. Unparalleled technical training for SSOs.
- 14. "0" fail rate for more than 25 years with all customers.
- 15. 25 Years of MES continuous improvement leading to proven solutions.

BETTER VALUE OPTIONS

- 1. Patented Video Event Capture and accompanying high-speed cameras.
- 2. Navigation chart to assist in point-of-entry.
- 3. Perpetual license offered at the end of year 5.
- 4. Risk Mitigation / Escape Clause after year 2.
- 5. Extensive interviewing and discovery process leading to strong foundation.
- 6. Comprehensive audit performed ensuring project success.
- 7. Choice of client-server or cloud-based components.
- 8. Dedicated people and proven results.
- 9. Compounded strength in PLCs and MES team approach.

ADDITIONAL VALUE OPTIONS

- 1. Protective non-Disclosure and pledge of confidentiality agreement.
- 2. PLC and Controls integration and support.
- 3. Streamlined communications attributed to single point of contact.
- 4. Continuing education and onboarding offerings.
- 5. Multi-lingual capabilities in native languages.
- 6. Extensive library of videos, FAQs and white papers.
- 7. Long-range succession plan.
- 8. Accommodating, friendly business approach.
- 9. Experienced project managers with an average of 20 years hands-on, problem-solving solutions.



8854 Brookside Aye • West Chester, OH 45069 • 513.759.2000 • email: solutions@fortech-usa.com • fortech-usa.com



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