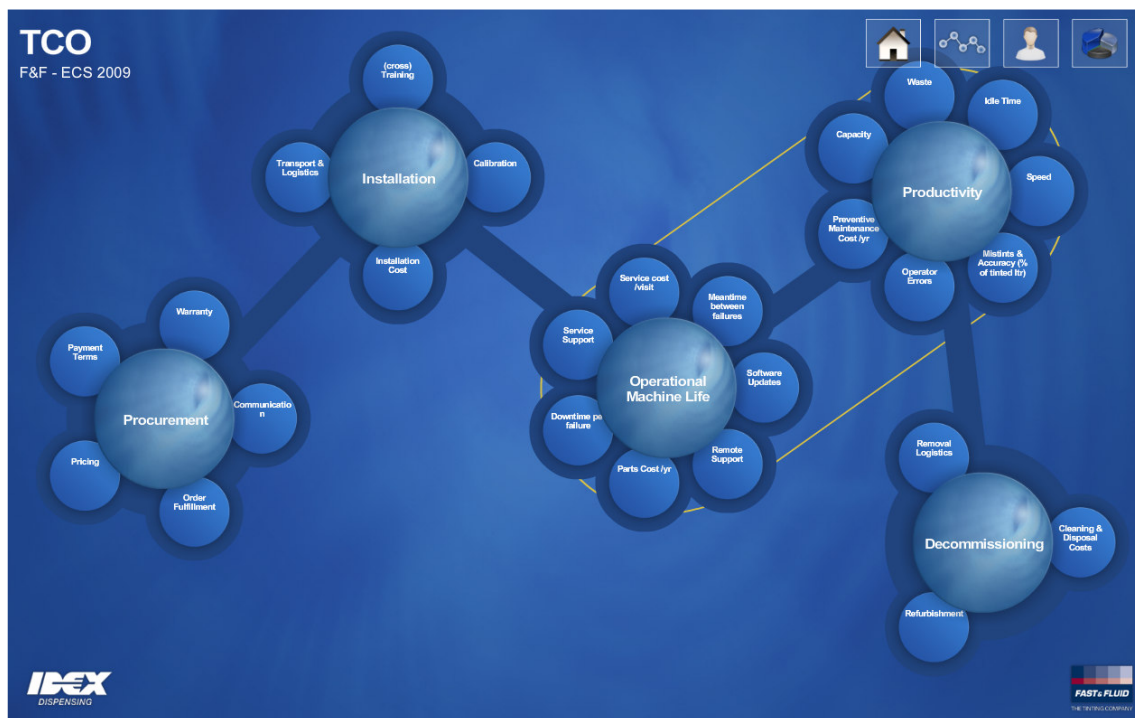


Fast & Fluid develops Total Cost-of-Ownership tool.

Total Cost of Ownership is important to you and your customers. TCO calculations show that the purchase price is only between 30 - 35% of the cost involved to run a POS tinting system. An optimal TCO will be ensured by a minimum of technical breakdowns, low maintenance and fast and easy support.


We developed a special model to provide insight for you and for us of the costs involved during the various phases of a machine life. In short: It is a tool to keep your cost down as much as possible and at the same time ensure maximum customer satisfaction. This model will be used during the European Coatings Show to determine your TCO together with us.



Are you interested in discussing Total-Cost-of-Ownership with us? We then invite you to come to our stand for a TCO session.

If you are not planning to visit the ECS but are interested in a TCO session please contact us to make an appointment for after the show.

To prepare a TCO session we would like to ask you to estimate the costs with our product compared to our competitor's products. Of course we realise that pricing is an important topic, this will be one of the aspects that you can score during the session. We would, however, also like to find out more about other aspects within the Total Cost of Ownership.

-  Installation/calibration – This includes all the steps involved (i.e. unpacking, filling, testing, training) prior to tinting at your point of sale location. How much time do you set aside for installation and calibration? How much could we reduce your costs by providing you a plug and play system?

- 🌐 The Service costs are an important part of the Operational Machine Life. We consider the following aspects as part of the service costs: the number/frequency of service visits, the cost per visit, the speed of service, number of needed spare parts and cost of these spare parts. How much cost is involved in servicing the POS tinting system?
- 🌐 Downtime costs- Every hour that a machine can not be used will mean less turnover. Furthermore, it can also have an impact on the operator in that he loses confidence in the system and will opt for another, more reliable system. Could you estimate how often a machine breaks down and how long it takes to have the machine up and running again?
- 🌐 Mistints could be one of the biggest cost adding aspects of the Total Cost of Ownership. Besides that every mistint can not be sold, mistints generate waste and more importantly, also this could lead to operators opting for another system. How much do you spend on mistints and what are the main causes? After the ECS this will help us to see how we can reduce this to a minimum.
- 🌐 Of course TCO ends with the end of the machine life, we have called this the decommissioning phase. What is the average machine life, is this the same for all machines? Do you prefer to use life extending options like refurbishment? What are the costs involved in refurbishing or scrapping a machine?

We look forward to having valuable discussions with you about Total-Cost-of-Ownership for your company.