

Why an OEM Partnership?

Efficient manufacturing facilities demand production equipment with features and functionality optimized for industry specific applications. Automation solutions and services must improve productivity, adapt to changing requirements, have high reliability, and be easy to maintain and support.

ORMEC Original Equipment Manufacturing (OEM) partners and their customers benefit when cost-effective, optimized, ORMEC motion control and servo drive products are integrated into their production machinery.

Designed by our development engineers, standard or customized ORMEC products are incorporated into your automation equipment, to provide the required industry specific features and functions.

Together, we provide best-in-class equipment to improve your customers' manufacturing productivity.

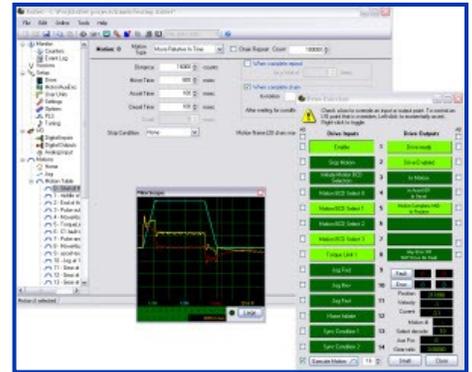


Optimized Products

ORMEC designs and manufactures motion controllers and servo drives in our Rochester, NY facility. OEM partners choose a discounted hardware option that best meets their needs with:

- **Standard controller and drive products.**
- **Modifications to existing products.**
To reduce costs, features and circuitry can be removed from a standard product. Hardware can be repackaged and software features added and optimized for specific motion requirements. Interfaces can be modified to better match auxiliary equipment.
- **Fully customized products.**
When product customization is needed, our development and application engineers combine their expertise with yours. New products are created that are optimized for your applications.

OEM partners receive bundled software as part of the hardware price; no user license fees are charged. Cost-effective and highly reliable equipment is supplied to you for your customers.



Engineering Resources

As part of your design team, our application experts become your experts. With diminishing engineering resources available in-house, our OEM partners use ORMEC engineers as extensions to their capabilities. OEM partners have direct access to our engineers. Keep focus on your industry solutions and save engineering time by using our engineering resources to design and implement optimal motion control and servo drive solutions.

Manufacturing

If you require supplemental manufacturing capacity, ORMEC builds panels, enclosures and subassemblies. Subassemblies can be pretested and ready to integrate into your machines.

Benefits of ORMEC OEM Partnership

- Application and Development Engineers on your team
 - Motion control expertise at your fingertips
 - Product design modifications to meet your requirements
 - Responsible for OEM relationship from design through implementation
- Discounted hardware with bundled software
- Reliability design into products
 - Field proven, world-wide installed base
- Direct access to service and support engineers
- Manufacturing services for panels, enclosures and subassemblies
- Quality philosophy/practice - ISO 9001/2008 certified, lean manufacturing implementation
- Specialized Training at your site or ours

Quality

ORMEC is committed to producing the highest quality and most reliable motion control products. Extremely high standards and world-class production practices are maintained at the ORMEC manufacturing facility. This includes ISO9001:2008 certification and lean manufacturing methods.

Service and Support



Technical support for OEM partners includes engineers that understand your specific application solution including both hardware and software

functionality. Technical support and service includes troubleshooting, maintenance and repairs.

One call to ORMEC provides OEM partners with direct access to our engineers. Be assured that you will avoid the hassle of working through distributors or other intermediaries.

Training

Specialized training courses are available with content tailored specifically for your application and equipment. Classes can be held at our Rochester, NY facility or directly at your site.

Reliability

Reliability is built into the design of every product manufactured. State-of-the-art components are designed into our controllers and servo drives. ORMEC equipment operates in facilities all over the world with reliability ratings among the highest in the industry.

OEM Partners

Partnerships include:

- Brown Machine LLC
- Atlas Technologies
- Target Machines, Inc.
- C.G. Bretting



Contact us to discuss how we can partner to optimize your machines with ORMEC expertise and reliable motion control products and solutions. Please call (585) 385-3520 or email us at sales@ormec.com