

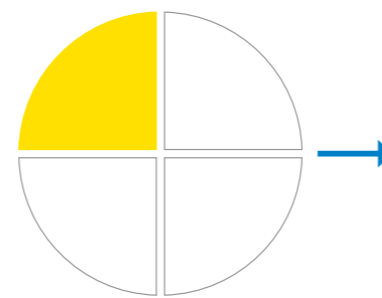
SAUTER as an experienced partner for OEM customers.

The use of renewable energies with a mutual exchange of knowledge.

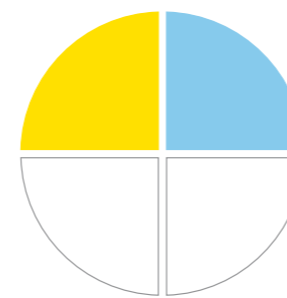


OEM co-operation with SAUTER:
the fastest route to the new solution.

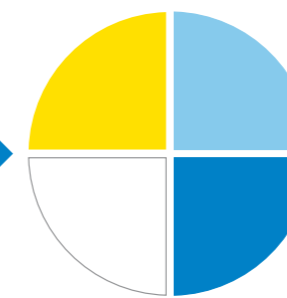
A transformation is taking place – and its name is SAUTER OEM. SAUTER has long been a preferred supplier of components for the OEM market, but now a new business area in this segment will focus on developing complete customised solutions. Based on SAUTER's many years of expertise in the control and production sectors, new solutions and components are being devised – primarily in order to make efficient use of renewable energies. As well as giving our OEM customers the technological edge that they seek, these new developments will also shorten their 'time to market'.



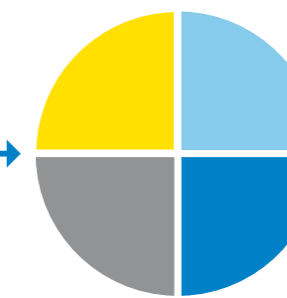
Focusing competencies.



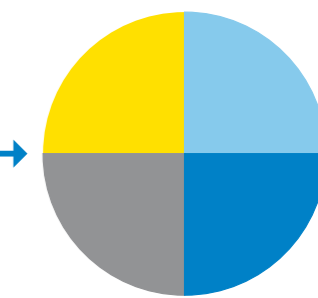
Product brief and path toward the solution.



Implementation as customer product.



Series production and updating.



Result: tailor-made, long lifetime, innovative, high quality.



Dr. Thomas Laux

Proactively in touch with markets and trends

National and regional SAUTER companies offer their OEM customers in-depth knowledge of the market and an instinctive awareness of present and future customer requirements. The requisite technical back-up comes from the OEM experts at our head office, who work with the OEM customers to devise new solutions on site, enabling them to play their part in shaping the future development of the market.

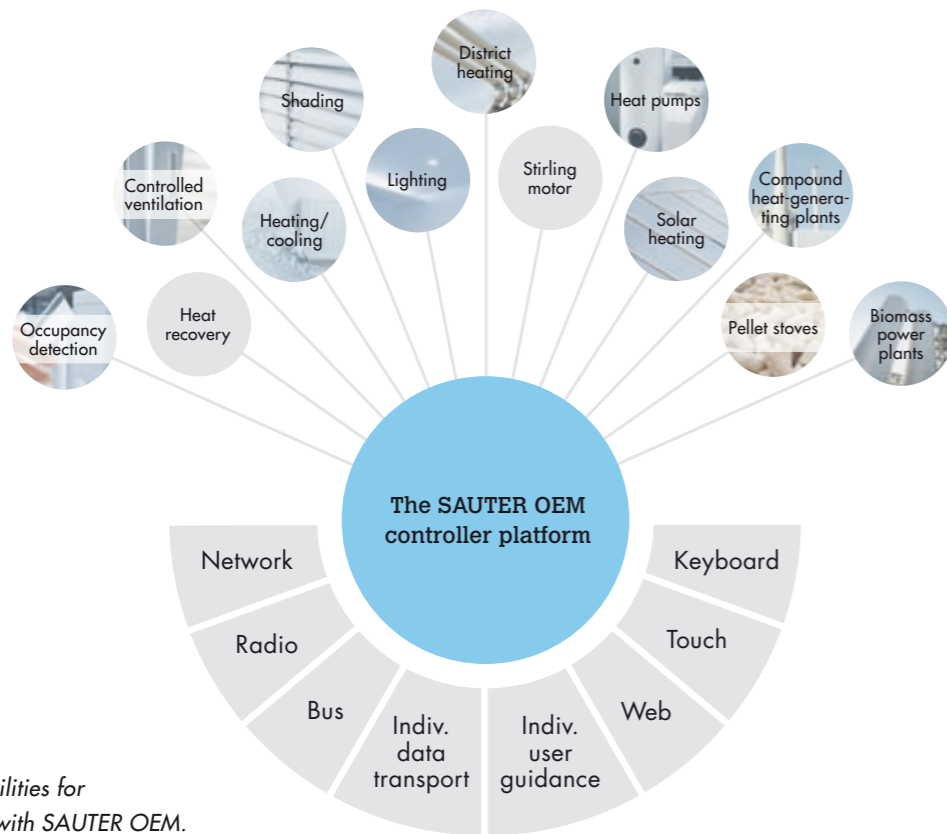
A variety of contacts at trade shows and other specialist events helps us to identify upcoming market and customer requirements at an early stage, so that we can incorporate this knowledge into the preliminary development of our OEM technology modules.

As a result, there is every chance that SAUTER will already have completed a considerable amount of the preliminary work to meet customers' new requirements, and this has a positive impact on the time-to-market factor.

Efficient use of resources and capacity

As well as gaining a technological edge, co-operation on development with SAUTER also enables customers to make economical use of their own resources and to expand their product portfolios in less time.

While we are working on a follow-up product for the near future, customers can make full use of their capacity in their core area of competence, so their available capacity is substantially increased.



All-round possibilities for utilising energy with SAUTER OEM.
The SAUTER OEM controller platform makes it possible to use all sources of energy to supply, control and interlink equipment systems of different types.

If our OEM technology modules are occasionally unable to meet customers' future requirements in the short term, SAUTER is always able to draw on its extensive network of technology partners.

In every respect, SAUTER supports its customers from the product idea all the way through to the market launch. And they can also count on us for field tests, commissioning and product updating.

Controller platform for versatile use of energy

The centrepiece of our support for our OEM partners is a flexible controller and technology module platform that is optimised in line with customers' specific requirements for energy efficiency, especially in the regenerative energy sector. To quote a familiar example: water-water and air-water heat pumps make use of the air and also draw energy from underground in order to heat or cool buildings. However, control processes in heat pumps – as well as the design of the pumps themselves – still offer considerable scope for improvement in terms of energy and cost efficiency.

In this field, we are already co-operating closely with manufacturers so that we can

exploit the synergy effects and set the next milestone for the market on the path towards new heat pump systems with greater energy efficiency.

Looking at the overall energy flow

However, we do not focus solely on obtaining primary energy more efficiently; we also cover the entire area of efficient usage, as one would expect. Overall control and optimisation of the entire energy flow is, in fact, the only way to achieve the desired future success in terms of efficiency.

Demand-led cold and heat production, demand-optimised heat and cold distribution, and related ventilation control for living spaces with heat or cold recovery – these are some key features of the complete range of products and solutions that we are already implementing together with our OEM partners.

Modular OEM solutions for flexible applications and extensions

When developing solutions for our OEM customers, we always pay attention to the internal and/or external modular structure. In line with the motto "Start small and expand later", we therefore guarantee that

our components and solutions can be extended or expanded as time goes on.

This generates a number of benefits: our products and solutions can be utilised on a more universal basis, expenditure on development costs for subsequent extensions is reduced, and – as a further advantage – the 'time to market' is even shorter.

Not only new construction projects, but also renovations are important markets for our current OEM customers. It follows that SAUTER OEM is also the right partner in these areas, when the aim is to support our customers by providing our expertise with regard to efficient energy usage and distribution. When a renovation involves a conversion to new regenerative energies, for example, SAUTER OEM can offer everything from a thermal valve actuator or a customised controller through to a complete wired or wireless OEM room management system.

The fine art of simplification

Thanks to our ability to handle the operation of complex systems in a simple way, SAUTER OEM is a highly valued partner for major projects and smaller applications alike.

Many plants that do not bear our name but definitely display the SAUTER hallmarks do not require any system specialists and can be easily commissioned by installers. One other aspect of SAUTER's acknowledged expertise is the excellent cost-to-benefit ratio that our solutions always offer.

Dr. Thomas Laux

SAUTER OEM solutions make buildings energy-efficient.

Conventional or regenerative, from the earth or the sun: the energy flow will always be efficient thanks to SAUTER's OEM solutions.

