

T-REX has received funding from the European Union's Seventh Framework Programme for research, technological development and demonstration under grant agreement n° 609005

# Integrated Product-Service Systems and Business Solutions

from "traditional" business models (sell physical products) → to "new" business models (renting, pay-per-X)

## SOLUTION

- A new **Service-Oriented Business Model (SOBM)** Reference Framework
- The re-engineering of traditional support services by **Service Engineering (SE)** techniques
- An improved design of the products by **Design -for-X (DfX)** approach
- **Condition based Maintenance (CbM)** technologies and a **Fleet-Wide Asset Operation & Health Management (FW-AHM)** platform for increasing availability and managing the Total Cost of Ownership

## MARKETS

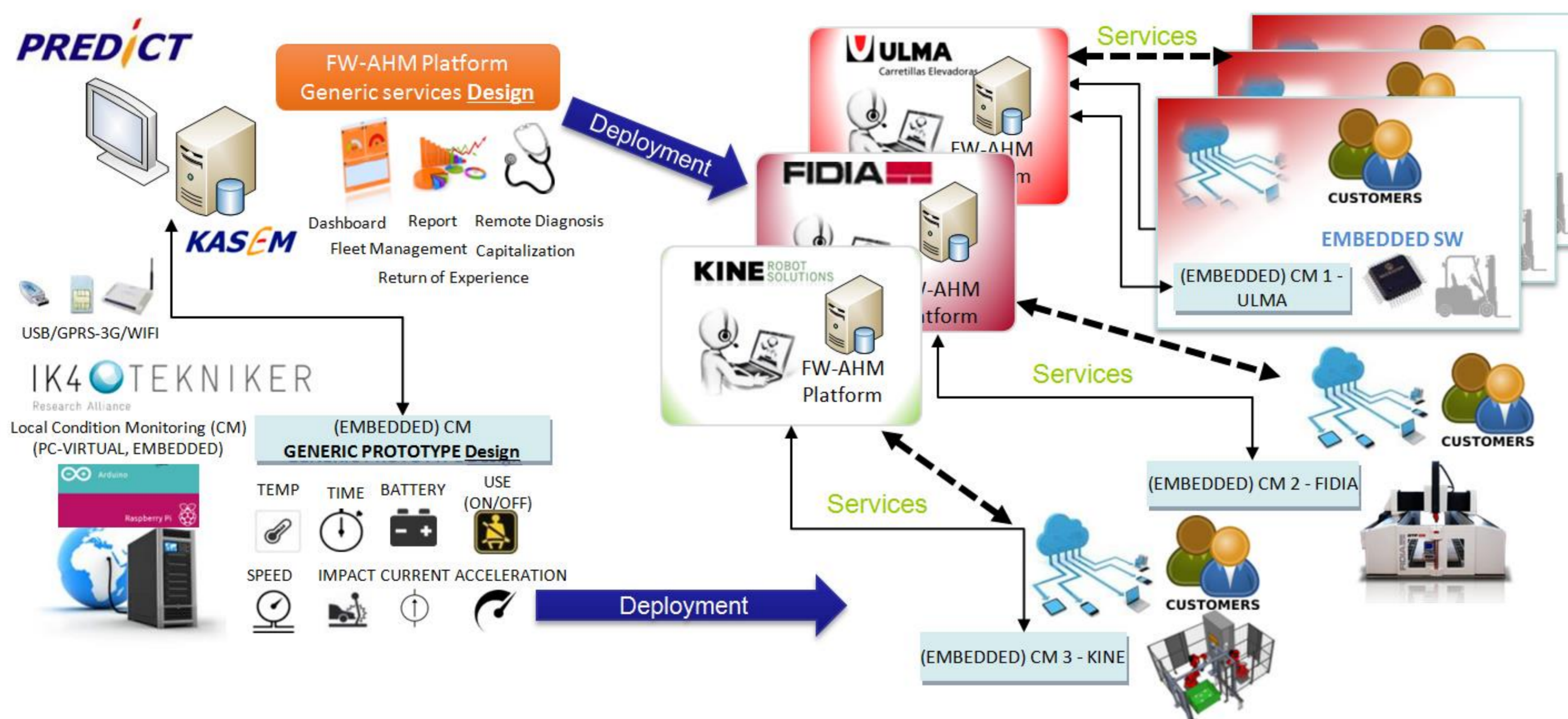
### MACHINERY



### TRANSPORTATION



### AUTOMATION

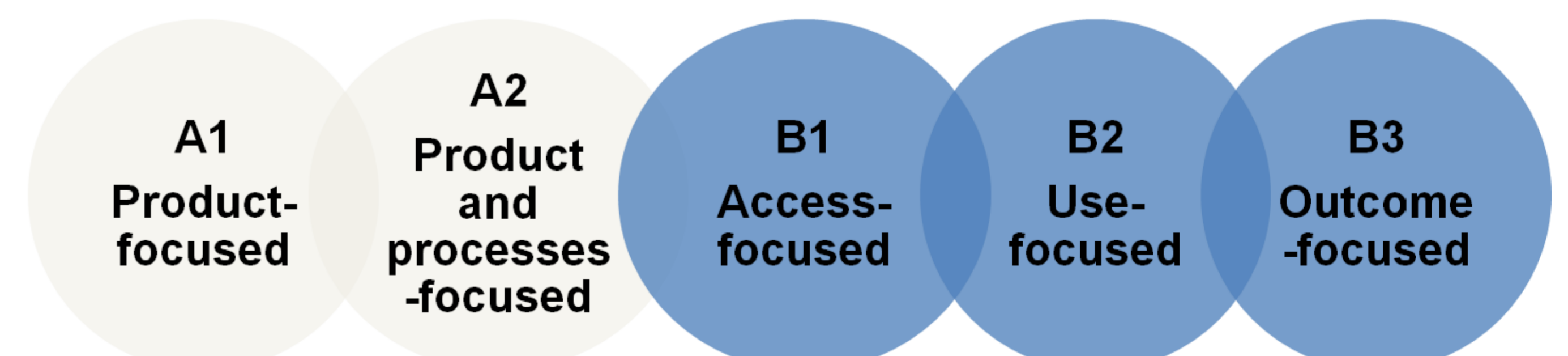


## BENEFITS

|                               |   |           |
|-------------------------------|---|-----------|
| Component re-use              | ↑ | 55% - 70% |
| Maintenance service costs     | ↓ | 15% - 30% |
| Life-cycle extension          | ↑ | 30% - 80% |
| Total Cost of Ownership (TCO) | ↓ | 25% - 30% |

## BUSINESS MODELS

A) Ownership-oriented business models



B) Service-oriented business models

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