

DESCRIPTION

T-REX will promote **integrated product-service solutions**: A shift from value in exchange to value in use to satisfy customer needs. In this new landscape, manufacturers do not sell a physical product, but its usage (renting, pay-x-use) or its outcome (pay-x-performance). Companies and supply network should focus on reducing the Life Cycle Cost of the Product-Service Systems and extending their lifecycle in order to maximize profits, but also to increase customer utility and the lifecycle value of their offerings.

MAIN TARGET MARKETS

Transportation



Machine tools



Robotic Solutions



CONSORTIUM

T-REX consortium of 10 partners from 5 countries ensures that the results from the project will be widely disseminated and implemented in Europe. The project is conceived as a co-operation at European level with the involvement of key players in the European machinery, robotics and handling sectors.



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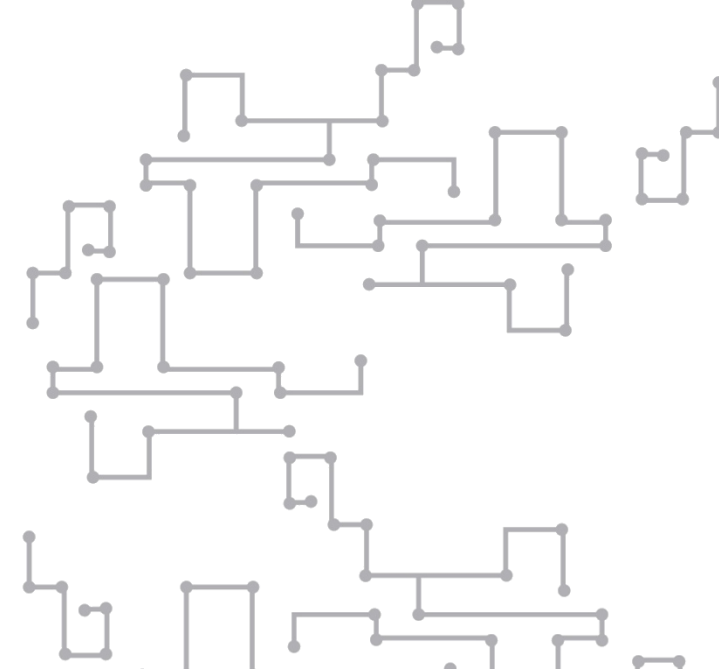
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FOUNDING FROM



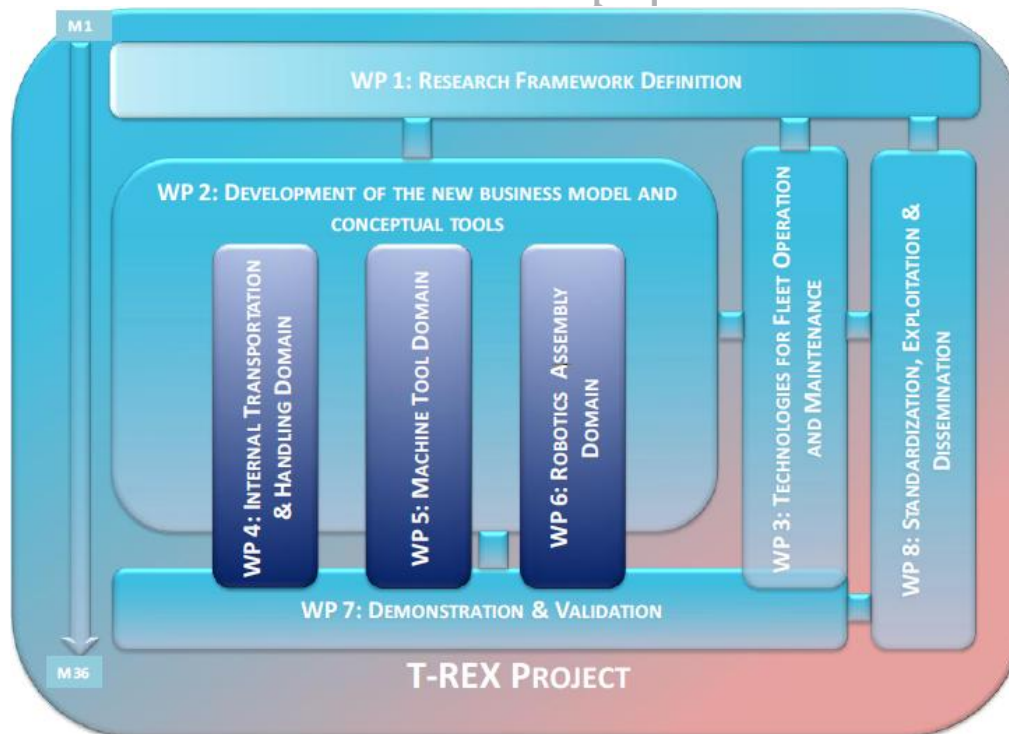
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PROJECT OVERVIEW

The aim for T-REX is to give support for the transition, in the capital goods industries, from the "traditional" business models to the "new" business model. This objective will be achieved by developing and experimenting conceptual tools, under a triple perspective, i.e. transportation (forklift trucks), machine tools and robot solutions domains. T-REX will develop:

- **A business model** suited for the new landscape that changes the way products are offered and customer relationships managed
- **Product design techniques** to extend the lifecycle, to foster upgrading and renovation, and to support serviceability
- **Service design methods** engineering existing services
- **Tools for asset health management**, customizable to the industry requirements and a new lifecycle oriented accounting tool



WORKPLAN

T-REX in order to achieve its goals has set up a coherent work plan organized in 9 work packages lasting over 3 years.

T-REX implementation started in October 2013 and will end in September 2016