

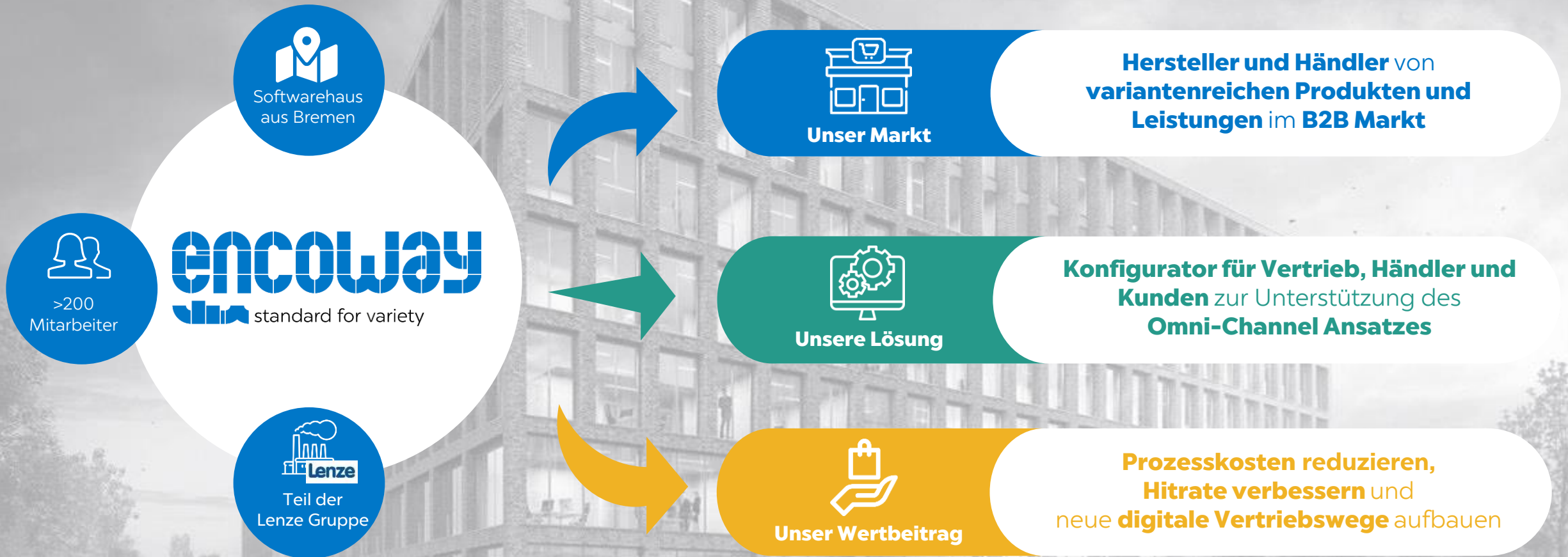


Masterclass –

Vertriebserfolg durch Konfiguration entlang der Buyer's Journey

WER WIR SIND?

WAS WIR TUN?

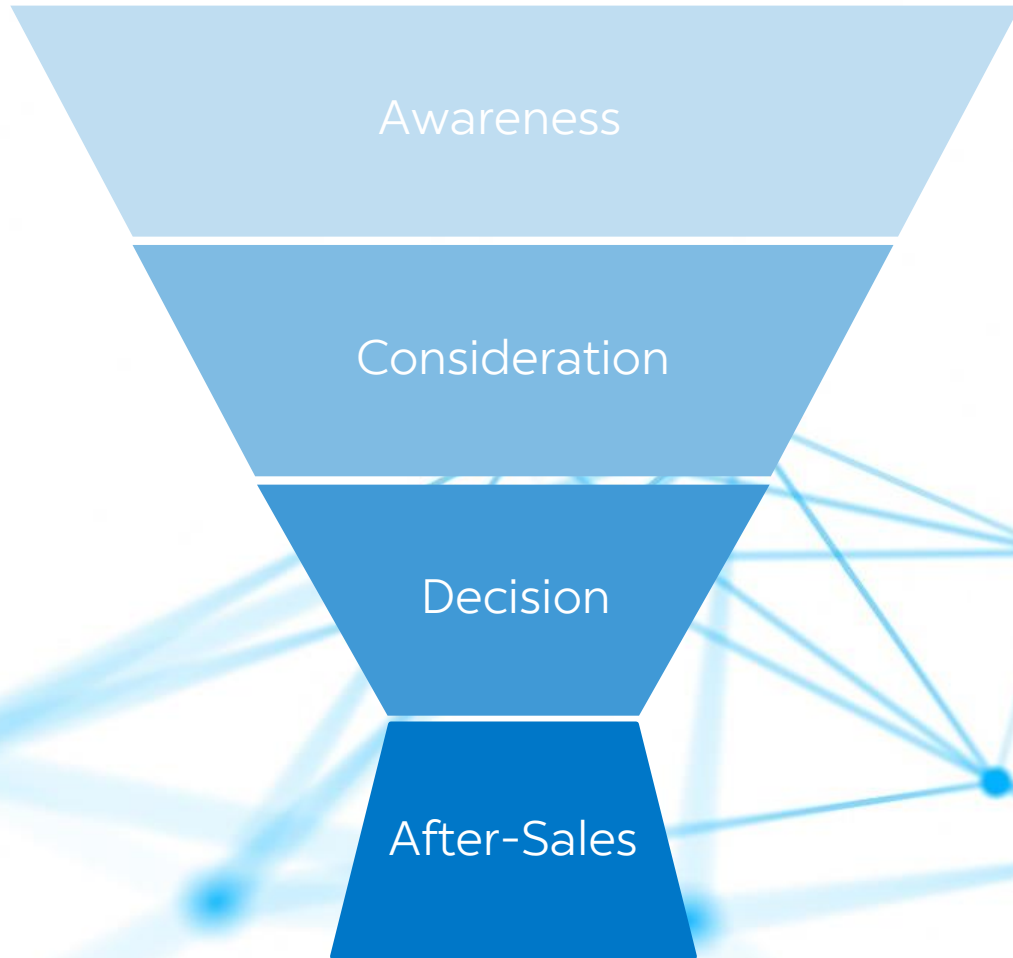


Herausforderungen unserer Kunden



Buyer's Journey

Powered by configuration



SEO, Ads, Produktfinder &
Guided Selling

Buyer's Journey

Powered by configuration

Lenze
EASY Product Finder

CAD-Daten Basisauslegung M-n Kennlinien Login Support DE

Suche nach Produkten

IOT Controls Umrichter **Getriebemotoren** Motoren Getriebe Zubehör / Teilprodukte Engineering

Physikalische Eigenschaften Produkttyp

Planetengetriebe Stirnradgetriebe Flachgetriebe Kegelradgetriebe
Kegelrad-Planetengetriebe

Drehstrommotoren Servo-Asynchronmotoren Servo-Synchronmotoren

Bemessungsleistung [kW] ± 10 % ×
[0,12 - 87]

Abtriebsdrehmoment [Nm] ± 10 % ×
[1 - 24105]

Abtriebsdrehzahl [1/min] ± 10 % ×
[0,2 - 2310,3]

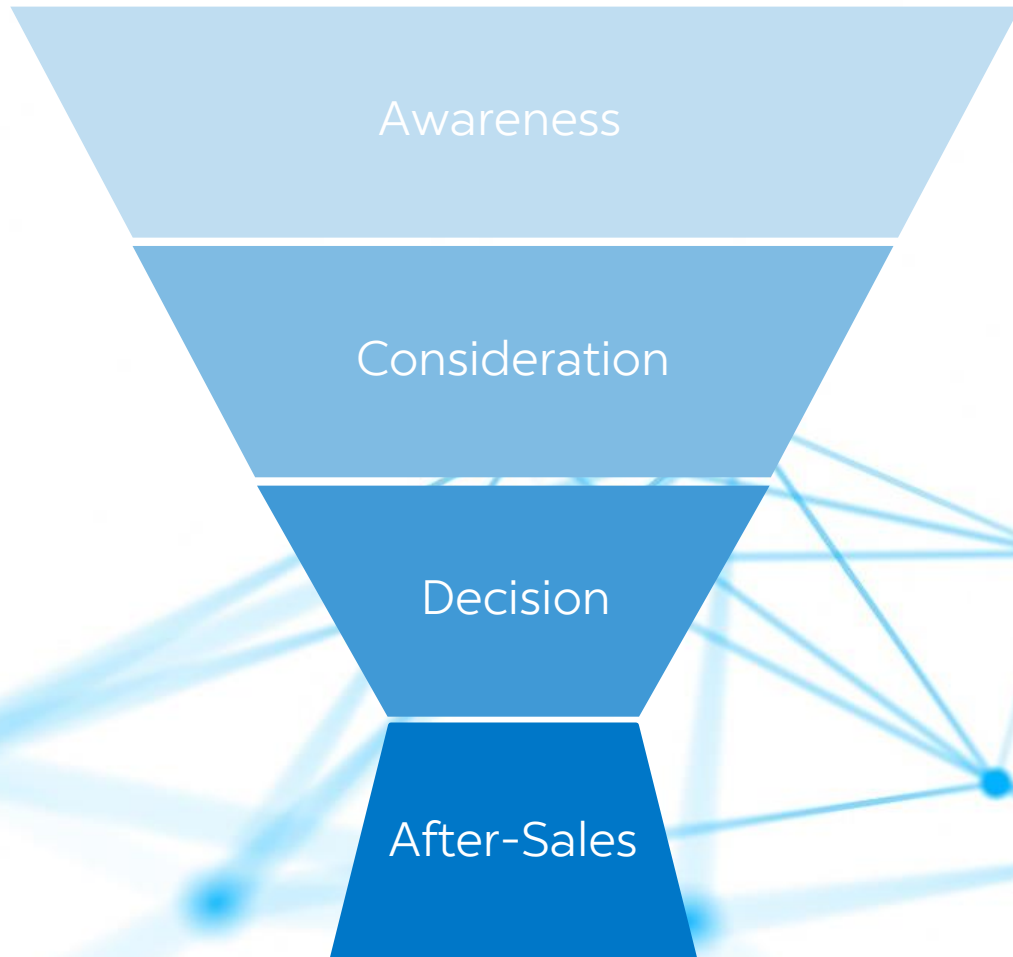
Belastbarkeit ± 10 % ×
100 0 1

166257 Treffer

Lenze Impressum Datenschutzhinweis Cookie-Einstellungen Nutzungsbedingungen Basket Launcher (4.12.1_2022-02-13 Release Notes)

Buyer's Journey

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Awareness

SEO, Ads, Produktfinder
& Guided Selling

Consideration

White Paper, Referenzen,
TCO-Betrachtung,
Visualisierung & AR

Decision

After-Sales

Buyer's Journey

Powered by configuration

Awar

Consi

Dec

After

Lenze

Restart calculation Save current configuration Load configuration Download PDF

Calculate potential savings with the help of Lenze Smart Motor
Please answer the following five question about the current state

Current Solution:
Current type motor control: Cabinet mains contactors

Total length of conveyor?: 45 Feet

Number of conveyor modules?: 2 pcs

Cable length (from 1. drive to cabinet)? 6 Feet

Conveyor projects per year?: 2 pcs

6ft Cable length
45ft total length
2 Drives/Axis
2 Conveyors/Year

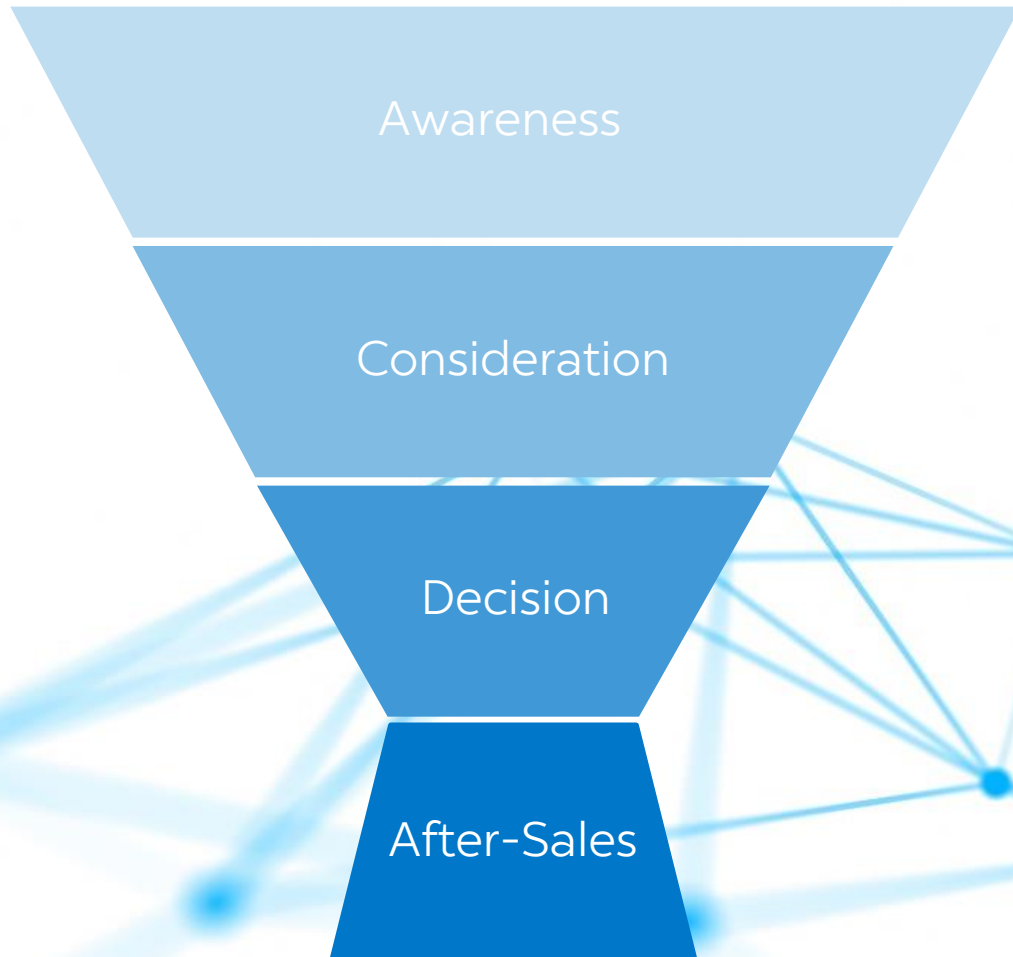
\$3,705.00 One time savings
\$13,411.00 Annual savings
1x

Contact us about the calculator Settings

*) Savings using Lenze SmartMotors (compare to your current solution)

Buyer's Journey

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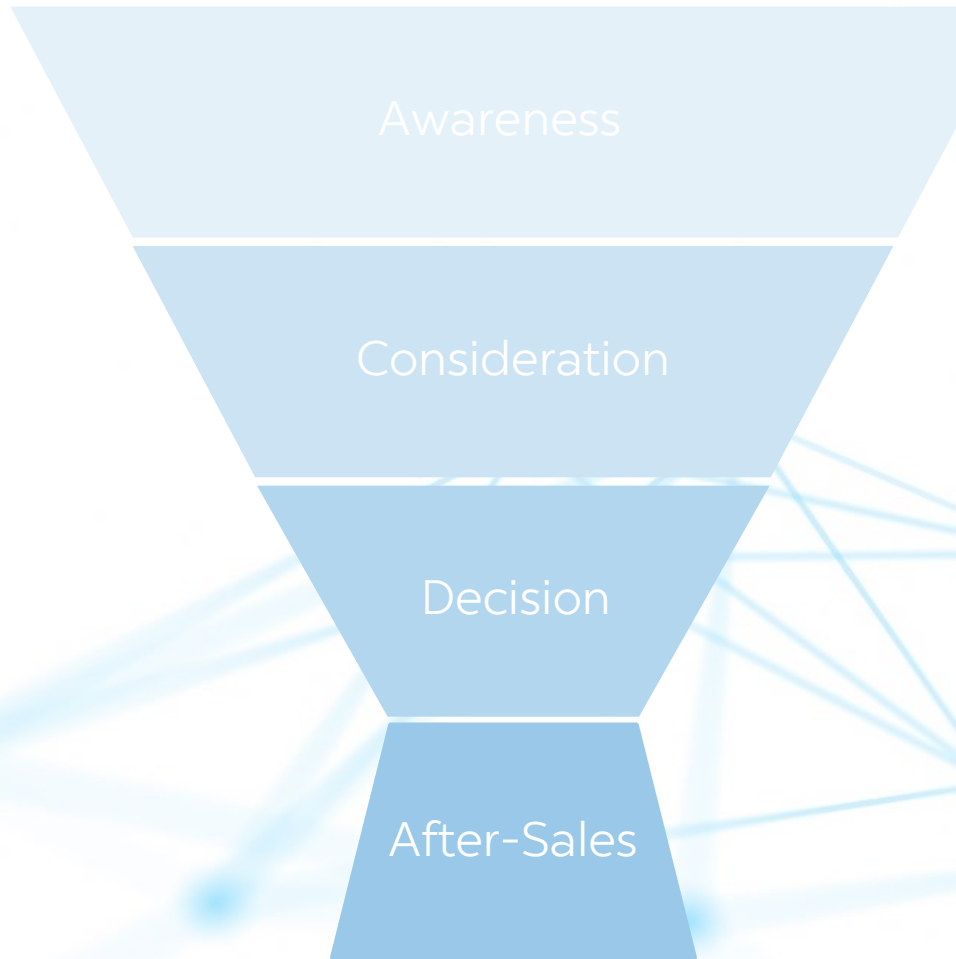


SEO, Ads, Produktfinder
& Guided Selling

White Paper, Referenzen,
TCO-Betrachtung,
Visualisierung & AR

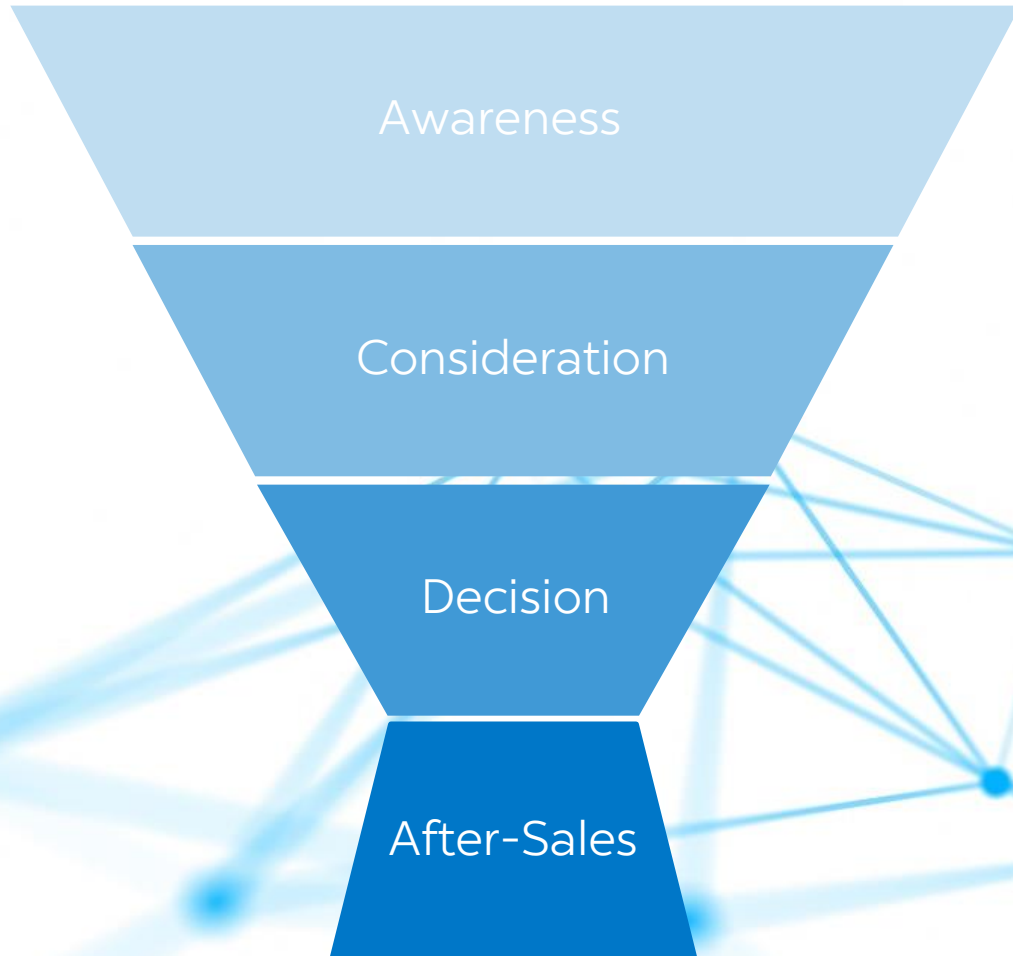
Buyer's Journey

Powered by configuration



Buyer's Journey

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Angebotserstellung,
Verhandlung &
Kaufentscheidung

After-Sales

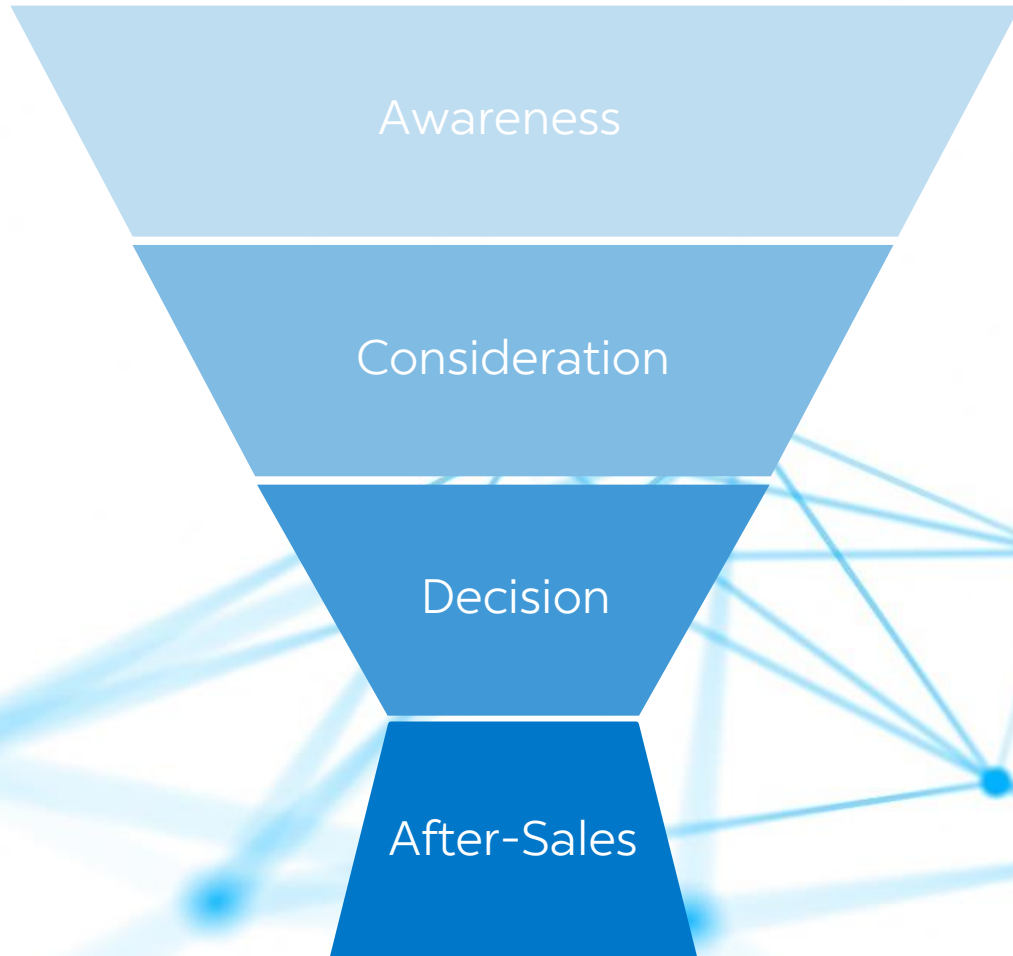
Buyer's Journey

Powered by configuration

The screenshot displays a CRM interface for quote management. At the top, a navigation bar includes 'Sales', 'Home', 'Opportunities', 'Leads', 'Tasks', 'Files', 'Accounts', 'Contacts', 'Campaigns', 'Dashboards', 'Quotes', and 'More'. The main content area shows a quote for '00000097' with a status of 'Draft'. Below this is a table with columns for Quote Name, Status, Grand Total, Discount, Account Name, and Opportunity Name. A progress bar indicates the quote's status: Draft (selected), Approval requ..., In review, Approved, Declined, Released, Accepted, and Denied. The configuration interface, titled 'Angebotskonfigurator', features a 3D model of a blue industrial robot. On the right, a configuration panel allows users to select options for 'Arm 1' (110 mm, 150 mm, 210 mm), 'Arm 2' (100 mm, 140 mm, 180 mm), and 'Endeffektor' (Greifer groß). A 'Tab schließen' button is visible at the bottom of the configuration panel.

Buyer's Journey

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Awareness

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Decision

Angebotserstellung,
Verhandlung &
Kaufentscheidung

After-Sales

Digitale Features &
Services,
Projektverwaltung

Wir verstehen Konfiguration

ebmpapst

schulte
elektrotechnik

SCHMALZ

BOGE
DRUCKLUFTSYSTEME

FEINTOOL
EXPANDING HORIZONS

ABB

Vaillant

Lenze

sartorius

KHS

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PHARMATECHNIK

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Erfolg ist messbar

TRELLEBORG
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Raum-Systeme

SW Technology
People

Besuchen Sie uns ...

... auf unserem Stand



Jan-Christoph Horstmann
Vertrieb



Tim Pieper
Vertrieb

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