

Energy efficiency? It's a question of **choice**

3

questions to ask
yourself about
your drives supplier



Think of your **drives supplier** and ask yourself these **three questions**

A question of **trust**

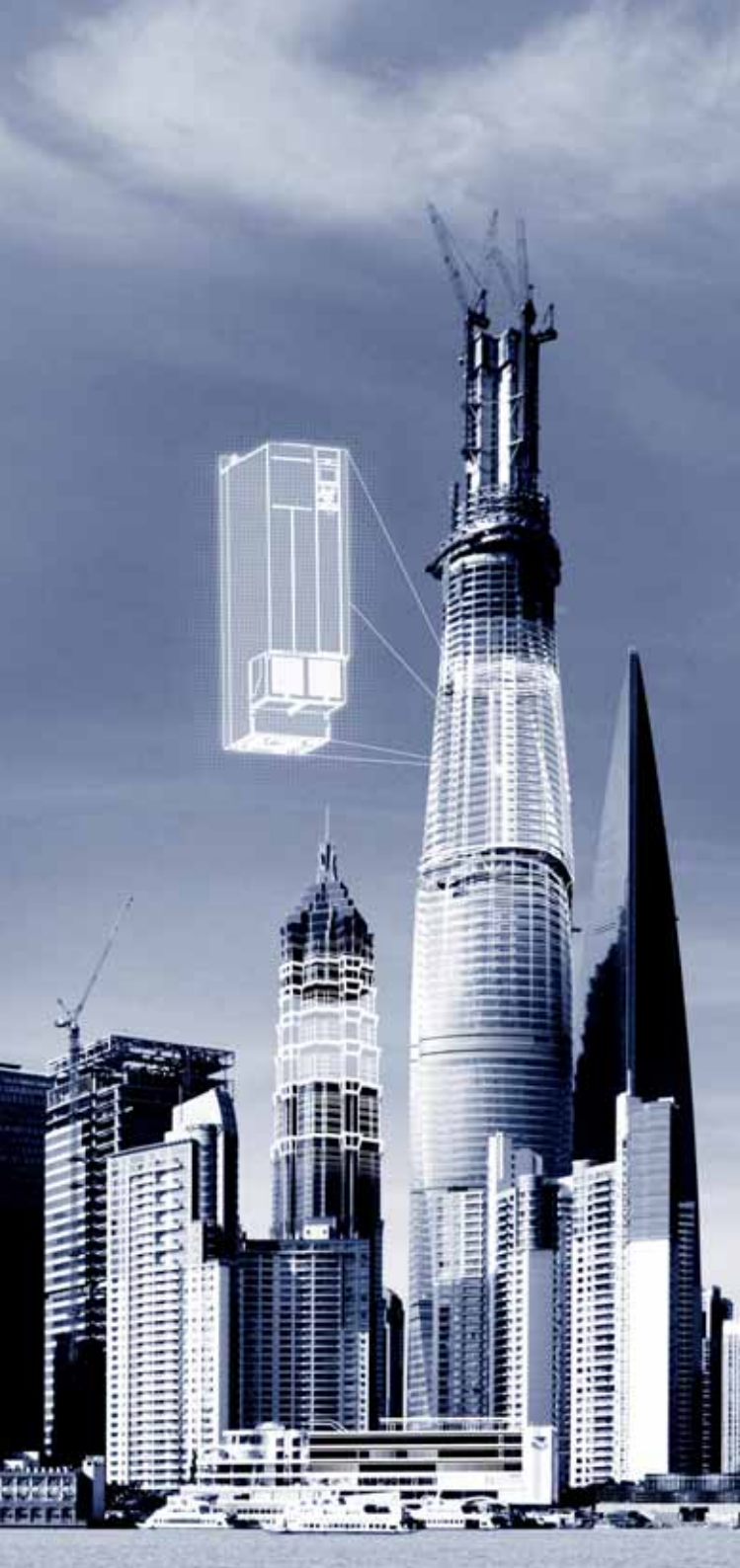
Is my drives supplier a reliable business partner who fully understands my business and cares about my success?

A question of **partnership**

Does my drives supplier share insights and knowledge that support me in reaching my applications' productivity and energy efficiency targets?

A question of **products**

Does my drives supplier chain me to a bundled, motor-dependent solution or does he deliver motor-independent, best-in-class drives for uncompromising performance and energy efficiency?



TRUST

At Danfoss we build good business relationships. Our business customers have been with us for over 50 years. We are still privately held by our founders - and you can expect us to stay around. You can trust us to go the extra mile to keep your drives running smoothly. It's a reputation we are proud of. From sales and support, global after sales service

Energy efficiency is our mutual goal and we believe in sharing our knowledge to help you achieve the best results. Learn more, visit: www.vlt-drives.danfoss.com/themes/ecodesign

PARTNERSHIP

Supporting you in developing your business is our goal. Our application knowledge adds measurable value to your business.

With dedicated business development teams, we have a deep understanding of your technology challenges. We help you solve them.



PRODUCTS

Danfoss drives are built with advanced technology. They are designed for high performance and reliability. This is achieved through the use of Automatic motor control in sector drives. The same used in

Choose the right drives for your application
Choose Danfoss.

relationships - and around half of us for twenty or thirty years, our founding family.

Keep your operation running smoothly. We're proud of. And with 24/7 service and

partner network, we've always got your back. We focus on drives. And we understand the requirements, challenges and possibilities of your business. We're totally committed to giving you the best choice of drive to make your application a success - that's all we care about.



We see the bigger picture and know from experience that by making the right choice of drive and optimizing your entire system, you can get potential energy savings of up to

60%

Offering competitive solutions is our strength. Our knowledge and technical expertise add value to your processes.

Our focus on segment and product development, understanding of your business and technology, and our ability to reach your productivity targets

and lower your total cost of ownership.

You can trust Danfoss drives to meet any legal directives or requirements you may encounter, to support you in achieving your energy efficiency KPIs.

Our drives are independent of control systems and motor. This freedom enables you to combine the best of both worlds and optimize each individual element of your application. This is the key to energy efficiency. Our motor adaptation (AMA) connects your drive to the motor without any required change of your system. Our universal interface across the VLT® range

simplifies installation, training and operation.

Every Danfoss drive is factory tested to guarantee maximum reliability - and in-house produced power modules ensure high quality and long lifetime.

Best-in-class drives.

VLT® drives deliver total peace of mind. You simply get best-in-class drives.



Think **freedom**

We believe in the freedom to choose the best products for your solutions.

We believe in efficiency – and that saving energy is something that we must do together.

We believe in giving you the insights and knowledge to make the right choices.

Choose the right drives for your applications.

Choose Danfoss.

Learn more about Danfoss drives here:

vlt-drives.danfoss.com/about/

Think **outside the bundle**

With VLT® drives you get the freedom to choose the motor technology which best fits your application needs, so you can operate all motor types and energy-optimize your system to perfection.



Motor Independence video