

Fact Sheet

# DrivePro® Exchange

## Cost-efficient alternative to repair downtime



DrivePro® Exchange

Does your drive need repair, but you can't afford the downtime to take it out of service?

Then the DrivePro® Exchange service offers exactly the solution you need: the speedy exchange of a failed unit to a new or refurbished unit of the same type.

DrivePro® Exchange ensures that you obtain the fastest, most cost-efficient alternative to repair, when time is critical. You prevent excessive downtime, thanks to quick and correct replacement of the failed drive:

- Exchange any drive, Danfoss or non-Danfoss
- The exchange drive is ready on site, to ensure absolutely minimal production delay
- Local technicians ensure smooth exchange

### What are the benefits?

- **Improve** process efficiency
  - Prevent unexpected issues arising with extended production stop
- **Increase** the uptime on the production line
  - Reduce the duration of costly production stop
- **Save** loss of production income
  - Avoid costly production stop due to failure of drives

### Maintain productivity

DrivePro® Exchange ensures optimal process uptime and productivity during the replacement process, thanks to:

- Optimal choice of replacement drive power size
- Newest software in replacement drive
- Fast delivery
- Saved time, saved cost
- Elimination of repair time

### Local fit, worldwide

We ensure that the replacement drive is in full compliance with local regulations. And you enjoy worldwide support by Danfoss global service organizations.

### Stay calm. You're covered

All DrivePro® services offer the comfort of knowing Danfoss Drives takes responsibility for supporting its VLT® and VACON® products well into the future:

- Industry's longest warranty coverage, up to six years
- Spare parts support for up to 10 years beyond discontinuation of a product line
- 24/7 delivery
- One call, one single point of contact
- Certified factory and local technicians
- Original equipment replacement parts

**Immediate**  
action, maintaining  
high process uptime.

Feature	Benefit
Calculation: replacement versus repair time	Obtain the fastest, most cost-efficient solution when a drive fails
Fast delivery of exchange drive	Prevent excessive downtime on the production line
Best dimensional match – Size of exchange drive is equal to or smaller than that of the failed drive	Avoid turnover losses due to lost process availability <b>during</b> replacement – Fast installation due to perfect dimensional fit
Best performance match – Power, performance and software of exchange drive is equal to or better than that of the failed drive	Avoid turnover losses due to lost process availability <b>after</b> replacement – Ongoing reliability due to best performance match

### Coverage

DrivePro® Exchange ensures that you receive an exchange drive equivalent to your defect drive in the power range up to 315 kW:

- 1:1 exchange to new drive *OR*
- 1:1 exchange to refurbished unit

For exchange of drives in the power range above 315 kW, Danfoss Drives keeps modules in stock, available for fast delivery.

The term 1:1 means that size and performance of the exchange drive match or exceed the original drive.

The quality and version of the exchange drive fulfills one of these criteria:

- New drive delivered direct from factory stock.
- New drive delivered from local/regional stock with updated hardware and software version.
- Refurbished drive, updated to newest hardware and software.

### Availability

DrivePro® Exchange is available for the following Danfoss Drives products:

VLT® drives	
	VLT® Midi Drive FC 280 VLT® HVAC Basic Drive FC 101 VLT® HVAC Drive FC 102 VLT® AQUA Drive FC 202 VLT® AutomationDrive FC 301/302
VACON® drives	
	VACON® 100 Industrial VACON® 100 Flow VACON® NXP Liquid Cooled Drive/Enclosed Drive VACON® NXP Air Cooled VACON® NXC Air Cooled Enclosed Drive/Low Harmonic

If your product is not listed, please contact your local Danfoss Drives representative.

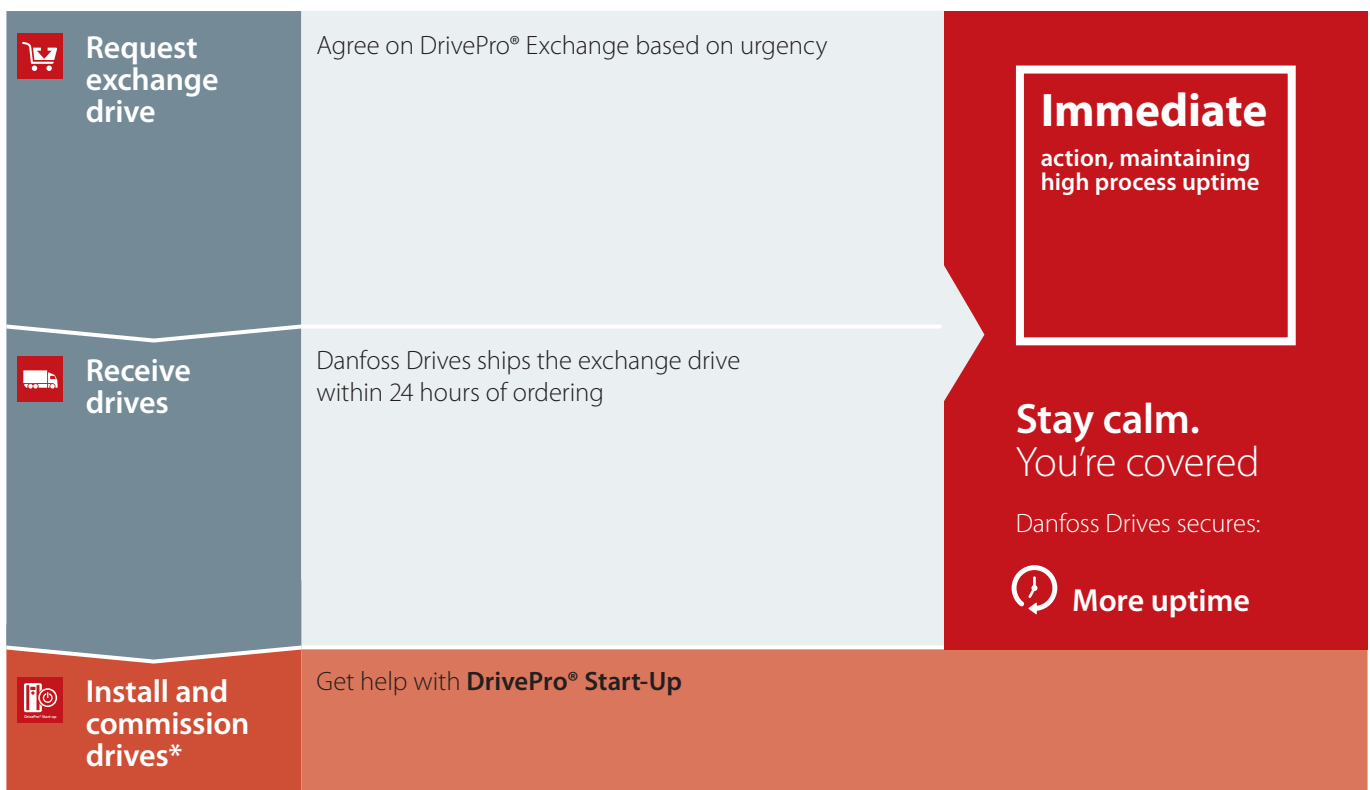
### How to order

With one call, the DrivePro® Exchange setup ensures a smooth exchange and safe return to production, fast. You can order either online, via email or telephone.

Find your local Danfoss Drives contact at:

<http://drives.danfoss.com/danfoss-drives/local-contacts/>

### DrivePro® Exchange at a glance



\* Optional step

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