

Fact Sheet

Maximize uptime with DrivePro® replacement programs

DrivePro® replacement programs are tailored to meet your organizational budget and operational needs.

Danfoss offers both quick-shipment and turn-key solutions for replacing aging drives that are no longer economical to repair. Replace old equipment and increase the reliability and effectiveness of your variable speed systems by leveraging the newest drive product features.

Why standardize on Danfoss Drive products?

- **Improve** ongoing system operation and support.
- **Reduce** energy costs by upgrading to the latest Danfoss technology
- **Save** replacement costs and minimize changes to existing installations with pre-engineered adapter kits which allow for reuse of existing panel options and enclosures.
- **Quick** replacement by local drive service professionals.

Higher performance



More uptime



Healthier budget



DrivePro® Exchange – Quick-Ship

Cost efficient alternative to repair downtime



Immediate

action to maintain
maximum process
uptime

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

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

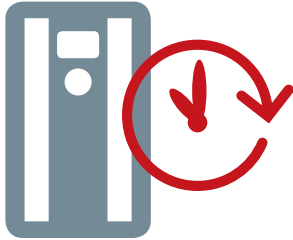
DrivePro® Exchange – Quick-Ship replacements are the perfect alternative to continued investment in repair and maintenance of older drive products.

DrivePro® Exchange supports rapid replacement of existing drives including:

- Same day shipment of most common drive and bypass panel configurations
- Next day, 2nd day or Ground shipment available
- Optional extended and enhanced warranties available
- Adapter parts to install replacement drives on legacy panel assemblies are available
- Removal of the existing drive and installation and Start-up service by local Danfoss certified Service technician is available

DrivePro® Retrofit – SmartStep

Strategic replacement for best productivity



Save
time and money with
early planning

DrivePro® Retrofit – SmartStep is a comprehensive plan for coverage and retrofit of a larger population of aging drive products. Your existing products are assessed to determine the practical remaining service life and scheduled for replacement in order of priority to minimize the risk of downtime. Retrofits are typically completed over a 3 to 5 year period, based on your operational needs and budget. In the event of an early failure of an existing drive, the retrofit is prioritized to provide immediate system repair.

DrivePro® Retrofit – SmartStep can be customized to meet a wide range of service needs. Drive retrofits can be scheduled evenly over the contract period or varied to best meet system performance and annual budget requirements. Retrofit – SmartStep coverage may be upgraded to include: removal of existing equipment, installation of replacement products,

include travel costs, or DrivePro-tection accidental damage.

DrivePro® Retrofit – SmartStep Advantages:

- Simplify ongoing operation and ensure long-term reliability with a single brand of drive products.
- Existing and replacement drive products are covered by a service contract over the entire contract period, ensuring prompt repair or retrofit in the event of a failure.
- Security of a retrofit and support contract through Danfoss, a company you trust.
- Coverage may be extended after the scheduled replacement period.
- Stabilize maintenance and replacement budgets for the entire length of your contract by combining costs into annual payments.
- Fixed payments over the course of the plan also provide a hedge against inflation.

Program Availability ⁽¹⁾	Replacement drive	Removal of existing drive, installation and start-up of replacement ⁽²⁾	Expedited or standard delivery	Additional warranty to six years ⁽³⁾
VLT® HVAC FC 102	Included	Available	Available	Available
VLT® AQUA FC 202	Included	Available	Available	Available
VLT® AutomationDrive FC 302	Included	Available	Available	Available
VACON® X	Included		Available	Available
VACON® NXS and NXP	Included		Available	Available

⁽¹⁾ Continental 48 states, Oahu – Hawaii, Canada and Puerto Rico.

⁽²⁾ Removal, installation, and start-up service is available for Exchange and SmartStep.

⁽³⁾ Coverage period begins on the date of the product shipment from Danfoss. Onsite repair coverage is not available for remote sites such as oil fields, off-shore rigs or agricultural irrigation or for limited access applications such as mining or ship-board applications – contact Danfoss DrivePro® sales for details.

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