



Conversion Process

**Planetary Gears P(A) / PH(A) / PHQ(A)
Generation 2 to Generation 3**

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1. Conversion Goals

The current planetary gear series (G2) is to be converted to the G3 as quickly as possible so that the components in production only must be manufactured parallel over a short period of time. Another important aspect is that after the conversion the storage of the G2 components is minimized.

In these considerations, we must distinguish between standard and special gears.

2. Schedule

P2-P4 and PH (Q) 3-PH (Q) 4: 01.10.2019

P5-P7 and PH (Q) 5-PH (Q) 7: 01.03.2020

P8-P9 and PH (Q) 8: 01.05.2020

In February 2020 it will be decided whether the last date will be brought forward to 01.03.2020.

Dates apply to order entry in SAP

3. Conversion Process

- 1) All special components of the G2 will be blocked for reorganization under the dates specified under 2).
- 2) All standard gearboxes can be selected in SAP for the dates listed under 2).
- 3) All orders and inquiries from C+D customers will be converted to G3 on the dates mentioned under 2).

Standard Gearboxes:

When switching from PA or PH(Q)A gearboxes, the options selected in the PA or PH(Q)A gear unit are selected without consulting the customer. These are the FlexiAdapt, the FKM shaft seal at the output and at the PA the D bearing Option at the output.

The schedulers were provided by K&E with a list of all standard components. G2 vs. G3. According to the dates mentioned under 2), the schedulers keep the corresponding components under special observation and control the changeover.

Special Gearboxes:

These are not yet released for selection in SAP, therefore it is inevitably recognized by the OD when attempting the changeover that it is a special gear.

In this case, the order is started as G2 in SAP.

Since the special components are locked for re-planning, the scheduler logs on to the OD if necessary. The OD starts a VC support ticket to switch from G2 to G3.

VC Support creates the variant as G3 in SAP for selection, locks the old MV and informs the OD and the responsible scheduler. The order can be started as G3 and the scheduler can schedule the G3 parts according to the history of the G2 parts.

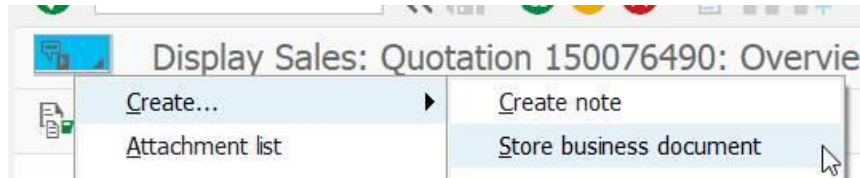
Conversion of customers with MVL (Amada, Trumpf) or special gearboxes running in larger numbers (Schuler, Hermle) can basically be treated in the same way. It makes sense, however, to coordinate the procedure between field service, OD, R&D, schedulers and, if necessary, SPG.

Sample gearboxes for evaluation tests are possible approx. 5 months after the dates mentioned under 2).

For conversion, the OD creates an offer with the same discount or net price as the requested / ordered G2 gearbox. This offer will be sent to the customer together with the following documents:

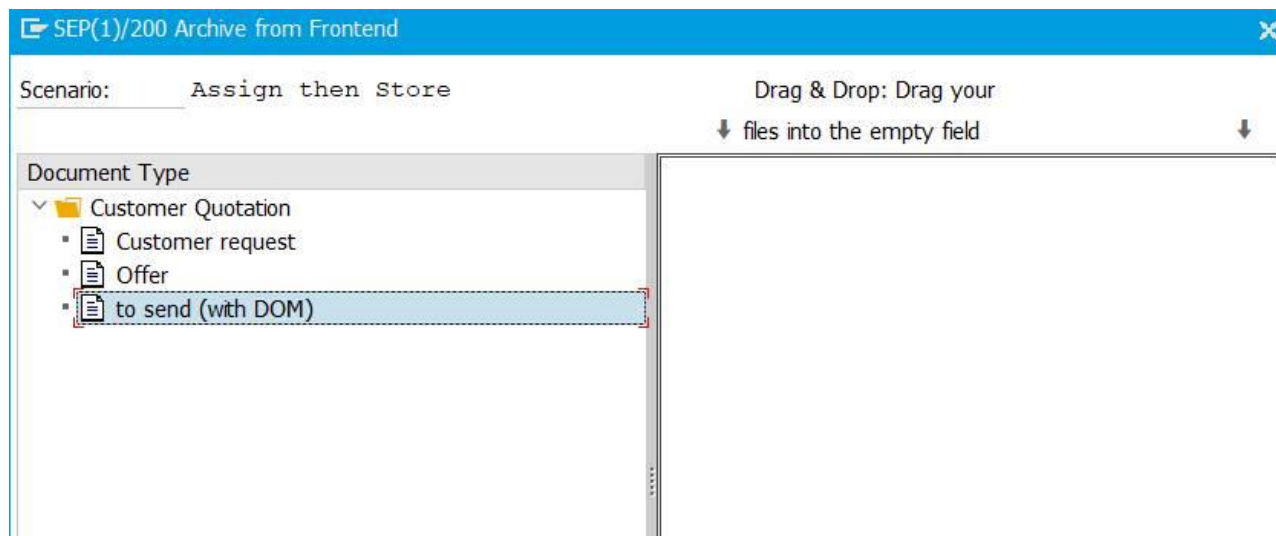
- Customer information on the conversion of planetary gearboxes from Generation 2 to Generation 3
- Attach the STEP file to the offer
- Comparison charts G2 vs. G3 for the offered series and size only if needed on request. (For special gearboxes only if there is no restriction due to the special design, if necessary consult SPG).

PDF Files can be send out from SAP Offers in the following way:



Click on

Select Document Type „to send (with DOM)“ and move the file per drag and drop in the free field



Output offer via message type ZAN3 instead of ZAN0.

4) C + D customers in Germany will be changed to the dates mentioned under 2) without separate consultation with the Area Sales Managers. The Area Sales Managers will receive a copy of the changeover offer.

Delivery dates at the earliest 1 month after the dates mentioned under 2).

5) C + D customers abroad will be converted to the dates mentioned under 2).

Subsidiaries that already enter orders themselves in SAP take on this task themselves. Subsidiaries and dealers who still order in the OD must specify when ordering whether a switch to G3 is required.

6) A + B customers in Germany are actively approached by the sales force one month after the dates mentioned under 2). If required and on request, the Area Sales Managers will be actively supported by SPG.

Delivery dates in coordination with OD and the schedulers.

Target conversion at the latest 4 months after the dates mentioned under 2).

For the conversion, the sales force has the documentation and tools listed in the Sales Release and Product Release Brief.

7) From 01.02.2020, active approach of A+B customers abroad by the subsidiaries and trading companies.

Target conversion at the latest 10 months after the dates mentioned under 2)

For the conversion, the subsidiaries and trading companies have the documentation and tools listed in the Sales Release and Product Release Brief.

4. Documents for the conversion

All important documents can be found under the following Link:

https://stoebergermany-my.sharepoint.com/:f:/g/personal/ulla_goeransson_stoeber_de/EmVQn1U1dTFMgMsYlXljOgBB_rzZ9F29Z80Y0RcgV8upg



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