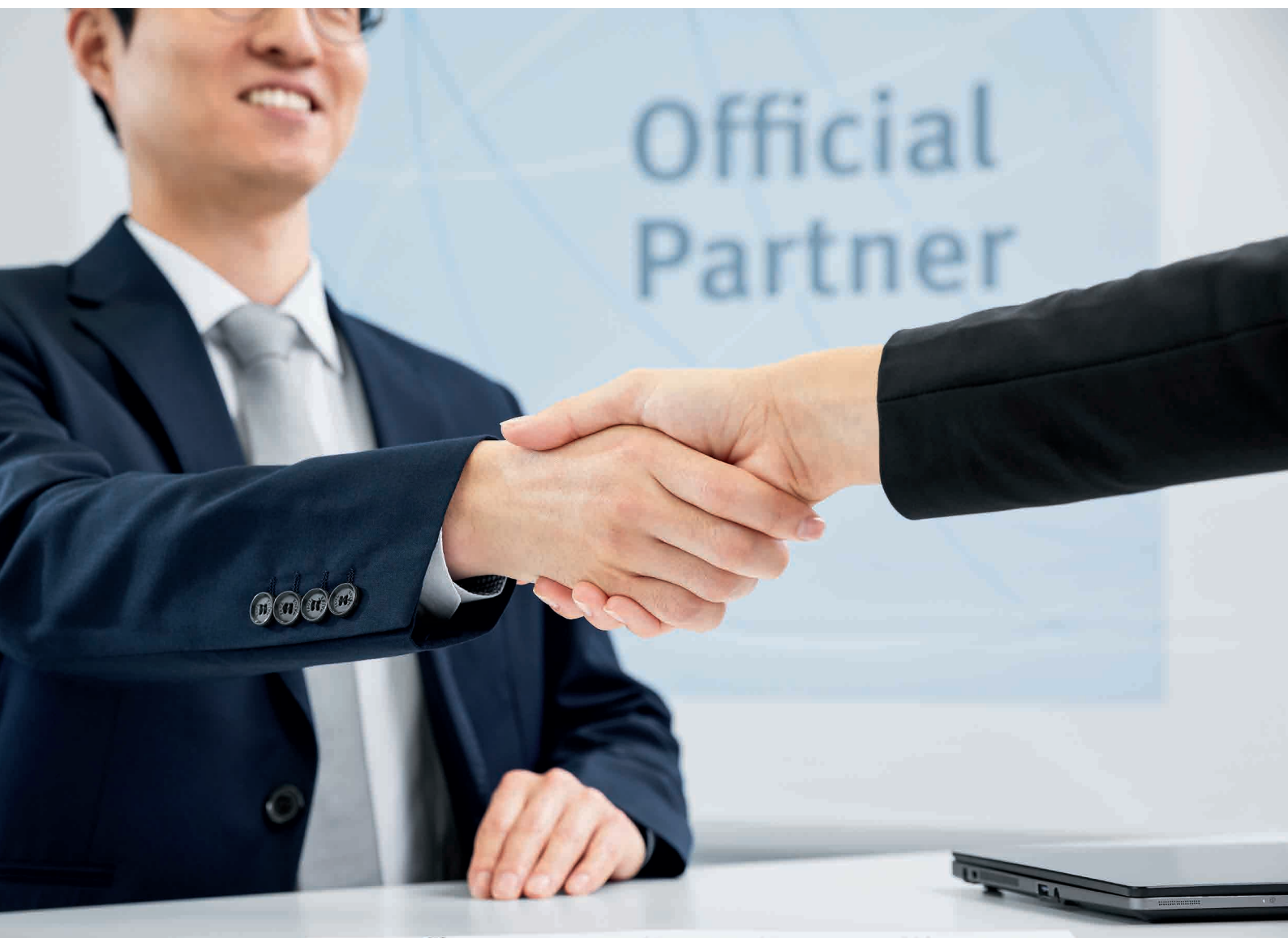


# Official Partner Package – our special offer for you

**FESTO**





## Editorial

Dear Official Partner,

Marketing and local representation are becoming more and more important in making a brand attractive to customers. That is why we have developed a comprehensive package of benefits for you as an Official Partner of Festo, which is designed to give you sustained and effective support in marketing your Festo product range. Enjoy all the advantages of being an Official Partner right now!

One important goal that we are seeking to achieve with this package is to give you and your customers quick access to excellent information and expertise. This provides your customers with process security and reliability. You can also make use of our on-site presence, as with the Expotainer for example, our exhibition vehicle. Packed with innovations, it will get your customers talking. You can demonstrate how automation can put them ahead of the competition.

Use our Official Partner Package to position the Festo brand even more successfully in your business. Let's combine our skills and strengths to achieve more!

Jürgen Norbistrath  
Head of Global Distributor Business Development



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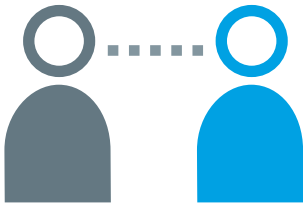
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# Ordering process

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You can order the offers in this catalogue as follows – prices are available on request:



Talk to your local contact about your requirements.



You receive a no-obligation quote from us.



You place your order through your local contact.



\* Errors and omissions excepted

## Certificate

The certificate confirms and verifies the official partnership between Festo and the distributor. Use it to enhance your public image.

By signing the agreement and becoming certified as an Official Partner, you are equipping yourself for a successful future. Security through long-term business relationships based on trust is one of our fundamental principles.



**Zertifikat  
Official Partner**

**FESTO**

Festo AG & Co. KG bestätigt, dass

den Qualitätsanforderungen des  
„Excellence Program“ entspricht  
und damit Official Partner von Festo ist.

ist hiermit berechtigt, die Produkte und Dienstleistungen  
von Festo zu vermarkten und zu verkaufen. Die Rahmen-  
bedingungen sind in der Vereinbarung für Official Partner  
geregelt.

Esslingen,



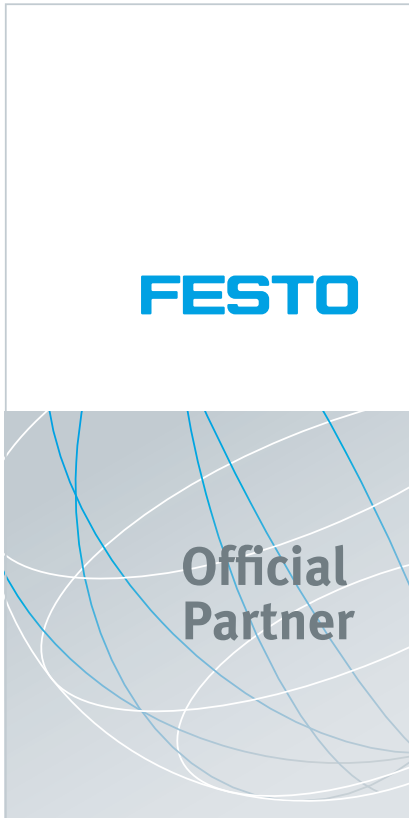
Vertrags-Nr. \_\_\_\_\_  
**Jürgen Norbistrath**, Head of Global Distributor Business Development



## Partnership mark

The partnership mark doesn't just stand for reliability and trust between the partners. It also makes Festo's partners stand out and is a privilege that underlines the exclusive status of those partners. The Festo trademark

and partnership mark are available to you in various file formats. Information on how to use it can be found in the Festo Style Guide for distributors.



# Public image

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## Official Partner logo

Display your status as an Official Partner with our PLEXIGLAS® sign or the Official Partner stickers included in the starter kit. The sign is available in various sizes.

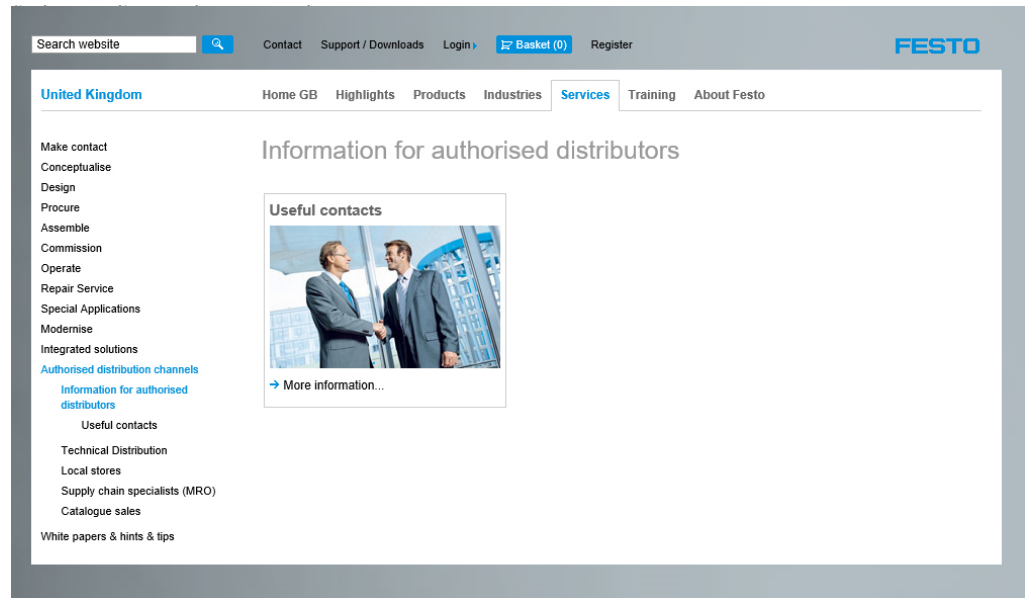


## Festo website

We list your address as an Official Partner on the website of your Festo national company.

That enables your customers to find you online too.

That enables your customers to



The screenshot displays the Festo website interface for the United Kingdom. At the top, there is a search bar and navigation links for Contact, Support / Downloads, Login, Basket (0), and Register. The main navigation menu includes Home GB, Highlights, Products, Industries, Services (highlighted), Training, and About Festo. The page title is 'Information for authorised distributors'. On the left, a vertical menu lists various services: Make contact, Conceptualise, Design, Procure, Assemble, Commission, Operate, Repair Service, Special Applications, Modernise, and Integrated solutions. Under 'Authorised distribution channels', there are links for 'Information for authorised distributors' and 'Useful contacts'. The 'Useful contacts' section features a photo of two men in business suits shaking hands, with a 'More information...' link below it. Other links in the bottom left include 'Technical Distribution', 'Local stores', 'Supply chain specialists (MRO)', 'Catalogue sales', and 'White papers & hints & tips'.

# Public image

---

## Flag

Fly the flag! And enhance the visual presentation of your company by signalling far and wide that you are an Official Partner of Festo.

Take advantage of this attractive option for drawing your customers' attention to you.



# Portable display systems

## Trade fair display

Present the products from Festo in a striking and eye-catching way, and skilfully put your ideas in the limelight. Whether at a trade fair, customer event or in your showroom, our portable display is a professional, appealing and versatile way to do that. The

images are interchangeable, and transport and set-up are uncomplicated. Just contact us to ask about the many different options available, and benefit from a real attention-getter.



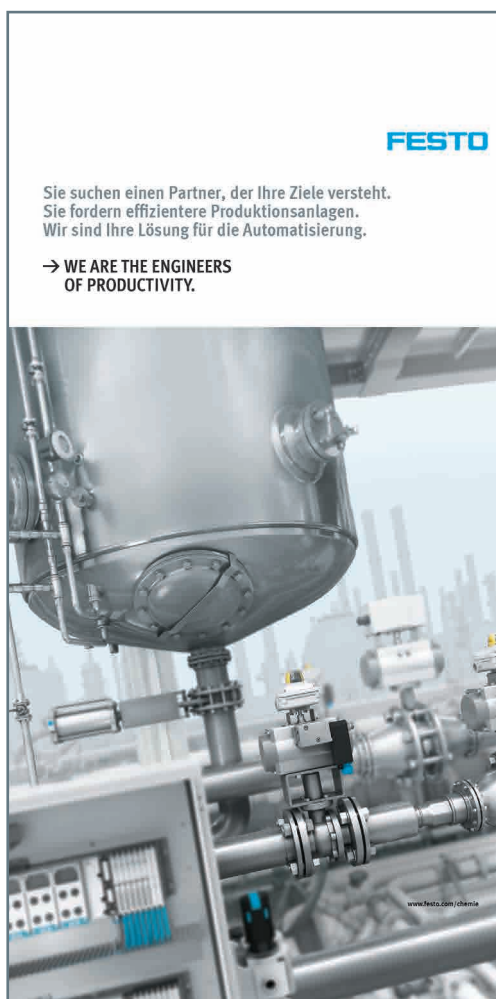
# Portable display systems

## Roll-up banners and stand-up displays

If you want to make a strong impact, even in a small space, then roll-up banners are the ideal tools. These portable display systems are versatile and flexible in use, whether at trade fairs, customer events, or in your showroom.

With our roll-up banners, table-top displays and cardboard displays, you can get your marketing message across directly to your customers.

New topics, sizes and shapes can be created easily. Just speak to your Festo contact and tell us your ideas!



**FESTO**

Sie suchen einen Partner, der Ihre Ziele versteht.  
Sie fordern effizientere Produktionsanlagen.  
Wir sind Ihre Lösung für die Automatisierung.

→ WE ARE THE ENGINEERS  
OF PRODUCTIVITY.

[www.festo.com/chemie](http://www.festo.com/chemie)

**Kompaktventile für die perfekte Maschinenintegration:  
die VUVG Einzelventilserie**

**FESTO**

**Neu:**  
fokussierte  
Merkmale zum  
attraktiven  
Preis

Die erste Wahl für einfache und rentable  
Pneumatikschaltungen

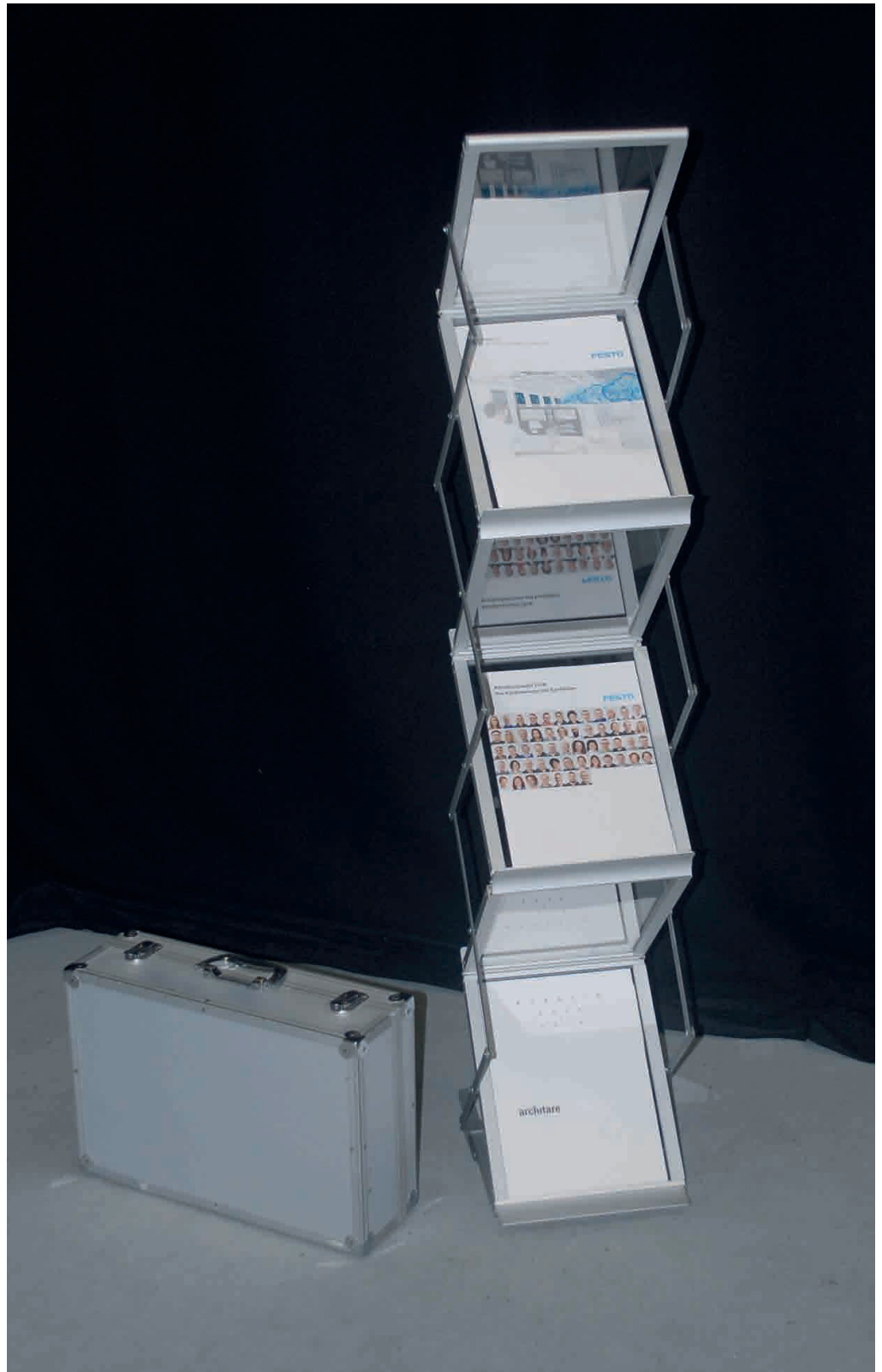
★ **Festo Kernprogramm**  
deckt 80 % ihrer  
Automatisierungsaufgaben ab

**Weltweit:** immer lagerhaltig  
**Stark:** Festo Qualität zum attraktiven Preis  
**Einfach:** mit wenigen Klicks online bestellt!  
**Schnell:** in 24 h versandbereit ab Festo Werk

[www.festo.com](http://www.festo.com)

## Brochure dispenser

Present your product brochures and flyers in an elegant and noticeable way in this brochure dispenser. It folds up quickly and easily, making it effortless to handle and transport.



# Services

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## Contact

Impress your customers with our hotlines and technical support! Our innovative products, solutions and services are available around the clock and around the globe. Our technical hotlines, spare parts and repair services,

and 24-hour emergency service are part of how we do that. Festo maintains a worldwide presence with its own national companies and 250 branch offices in 62 countries – so Festo is always in your vicinity.

→ [www.festo.com/contact](http://www.festo.com/contact)





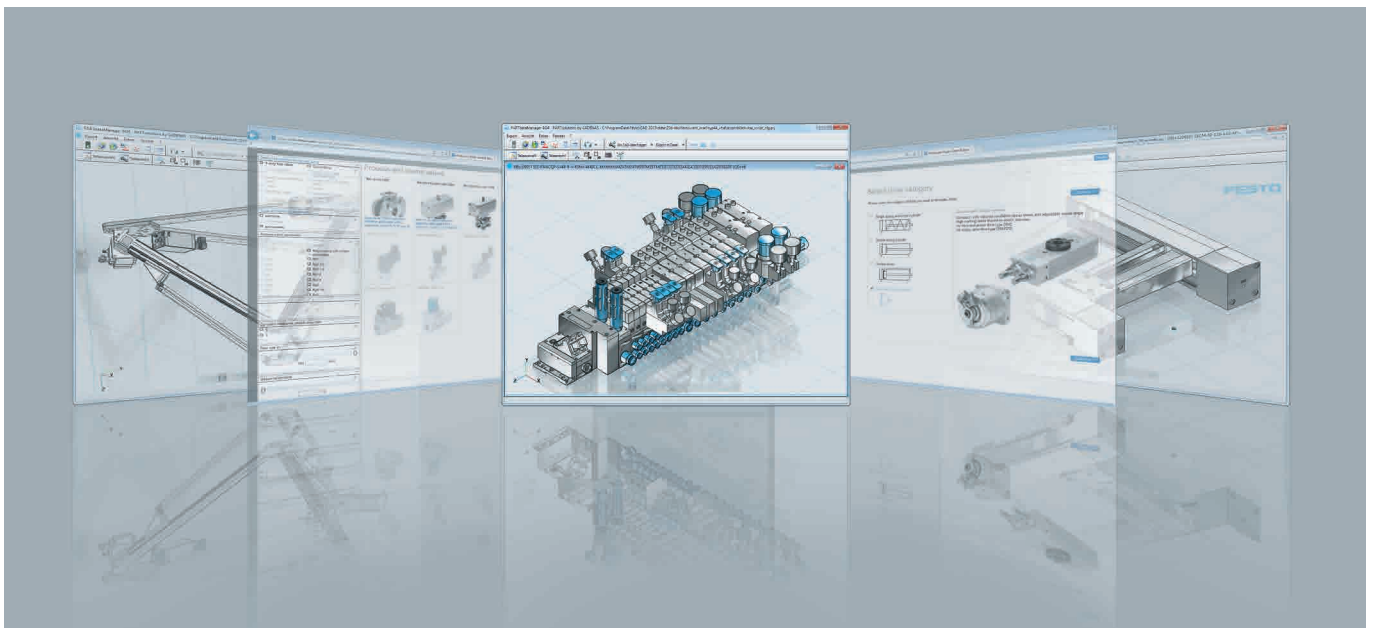
## Software tools

### Conceptualise

Keep the complex task of finding and configuring a product as simple as possible. With our numerous product finders, you can search for specific characteristics so you can find the product you need in no time at all. Our many engineering tools such as PositioningDrives for electro-

mechanical linear drives or our pneumatic simulation support you during the configuration. A bonus for you as an Official Partner: our Cross Reference Tool for type code conversion to Festo products. These are tools with built-in competency.

→ [www.festo.com/services](http://www.festo.com/services)



## Software tools

### Design

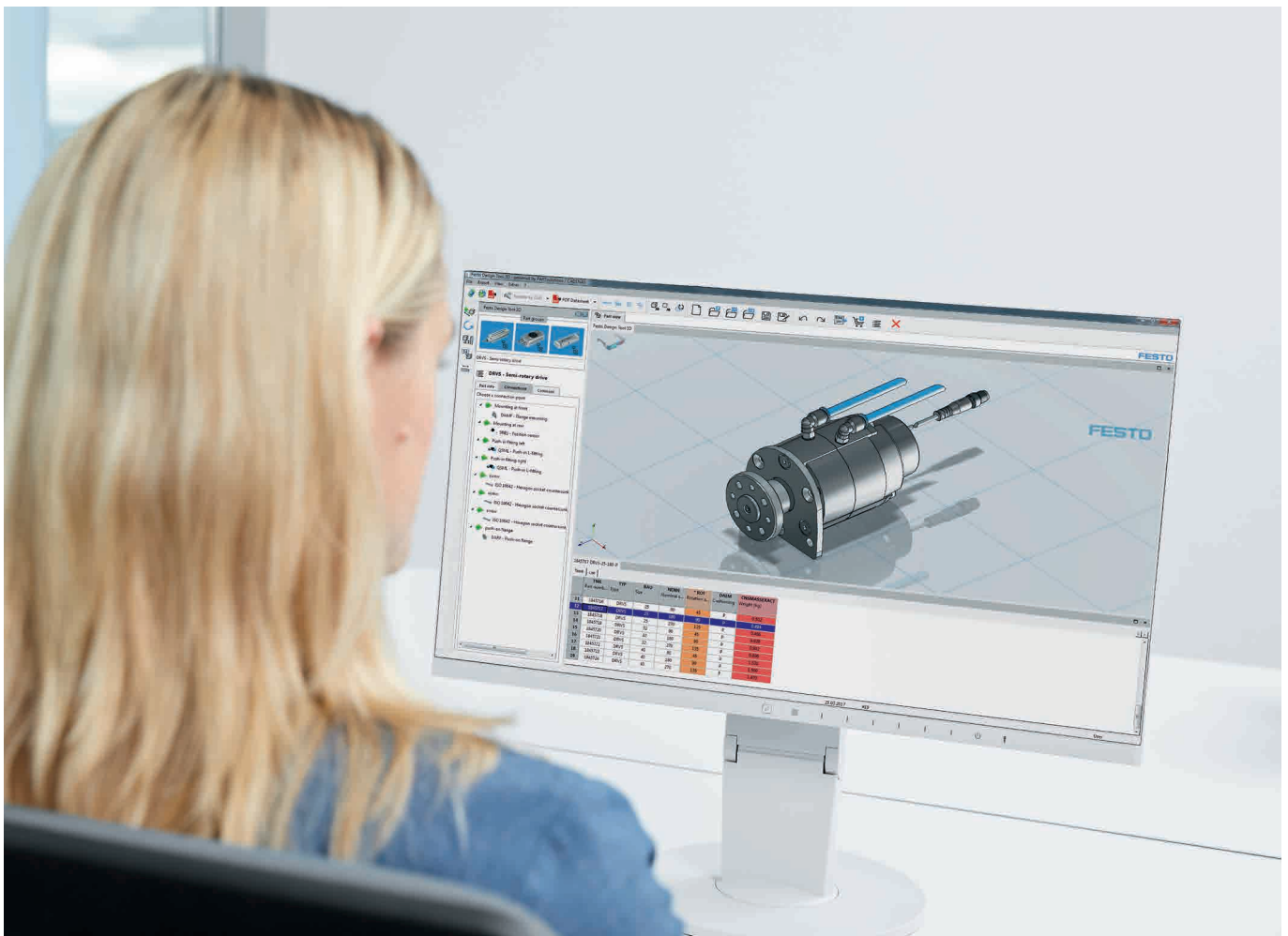
Help your customers to minimise one of the biggest cost factors in plant and machinery manufacturing – with free CAD tools like the Festo Design Tool 3D online and useful functions such as the part comparisons in the Festo PARTdataManager. Create circuit diagrams using

our free EPLAN macros, and save many hours engineering configurable products like CPX/MPA/VTSA/VTUG by using Schematic Solution in our App World. And if you need one small tool which gives you CAD data, circuit symbols, EPLAN macros and spare parts, Quick-

Search+ is the ultimate tool for you. Combine it with FluidDraw to make circuit diagrams even easier.

Many tools, just one goal: to support you and your customers in your work.

→ [www.festo.com/services](http://www.festo.com/services)



**FDT 3D**   
Festo Design Tool 3D

## Procure

From placing an order to delivery, our worldwide service for procurement makes things easy for you and your customers. You can use our worldwide sales and service network, or opt for the convenience of our Online Shop. It gives you up-to-date information about prices and delivery times, and allows you to track your

orders. Not only that, with the optional Open Catalogue Interface (OCI), the ordering process becomes even easier.

If you have any questions about products, service or order processing, our sales team will be happy to help.

→ [www.festo.com/services](http://www.festo.com/services)



## Software tools

### Commission

Support after you have made your purchases too. The benefits of using Festo software for commissioning and after-sales are quick, simple configuration and parameterisation of Festo products, for

example, with WebConfig for the electric drive EPCO. Maximum process reliability thanks to diagnostic and condition monitoring software, like the FMT for the automation platform CPX. Optimum support for commi-

oning is available from Service2See videos or the application notes on the Support Portal. Simple programming with CoDe-Sys provided by Festo.

→ [www.festo.com/services](http://www.festo.com/services)



**Operate**

Downtimes are expensive! That is why it is important to identify and locate the causes of faults as quickly as possible and replace defective components without delay. With the diagnostic and condition monitoring software available for many of our products, you can achieve maximum process reliability.

Many Festo products can be repaired cost-effectively. Our Support Portal, the spare parts catalogue and the Product Key speed up orders for maintenance and repairs. It couldn't be easier: scan the data matrix code with

your mobile phone, get all the product information straightaway, and pass on information at the press of a button. A truly convenient way of finding the right spare parts.

→ [www.festo.com/services](http://www.festo.com/services)



## Marketing support

Raise maximum awareness and boost your sales. For one-off marketing campaigns, you can use promotional activities that we have already planned and developed. Or you can work with us to develop bespoke cam-

paings tailored specifically to your needs. Just contact us – we will be happy to help with suitable marketing materials. Benefit from our many years of experience when planning your promotional activities. We will be happy

to advise you, also about implementing the CI guidelines from Festo in your campaign.

**Campaign packages: Core product range**




Festo's newly defined core product range covers up to 80% of all common automation tasks. It is a perfect combination of components for the entire pneumatic control sequence consisting of first class products which virtually sell themselves – not only because they are attractively priced.

Further advantages of our core product range:

- Worldwide: always in stock
- Ready for dispatch in 24h
- Over 2200 products
- Attractive prices
- Can be ordered with just a few clicks

**Stars in pneumatics 1.0**  
This is what your machines want!

Languages: de, en, es

Click here to view (internal database Festo)

Step 1: [Poster mailing + cover letter](#)

Step 2: [Purl mailing](#)

Step 3: [E-newsletter](#)

For further information and interest in running this campaign please contact your local Festo representative.



**Step 1**



**Step 2**



**Step 3**

## Sales support

Use the knowledge of our experts to find the best solutions for maximum productivity. It will enable you to provide customers with the best possible service, which we will be glad to help you provide through coordinated

visits and project implementation on site. Tailored solutions are the best foundation for strong customer loyalty – which benefits you as well.



## Demo cases

Inspire your customers with our demo cases! Whether as training cases, sample cases or to demonstrate Festo products, our cases allow you to set up a presentation of the required Festo

products in just a few simple steps. Their clear design makes it easy for you to create the best possible display.





## Print media

Our high-quality printed materials and documents give you comprehensive and specific support for your sales pitches. Whether you want to present your customers with new pro-

ducts, Festo services, or the current catalogue range, we provide you with the right media for every occasion, also in electronic format.



**FESTO**

Für Sie ausgewählt:

Produkte für die Fabrik- und Prozessautomation



**FESTO**

**Schnell verfügbar – Baureihe VG:**  
attraktiver Preis, durchflussstark und kleinbauend

Magnetventile VUVG...-5 / Pneumatikventile VUWG	Ventilinsel VTUG (mit Multipol- / Feldbusanschluss)
 Lieferzeit: In 24h versandbereit ab Festo Werk	 Lieferzeit: In 5 Werktagen versandbereit ab Festo Werk
 Lieferzeit: In 5 Werktagen versandbereit ab Festo Werk Konfigurierbares Ventil VUWG <a href="http://www.festo.com/catalogue/544712">www.festo.com/catalogue/544712</a>	 Lieferzeit: In 5 Werktagen versandbereit ab Festo Werk Konfigurierbare Ventilinsel VTUG <a href="http://www.festo.com/catalogue/572230">www.festo.com/catalogue/572230</a>
 Lieferzeit: In 5 Werktagen versandbereit ab Festo Werk Einzelventil/Komponenten zur Selbstmontage <a href="http://www.festo.com/catalogue/572230">www.festo.com/catalogue/572230</a>	 Lieferzeit: In 5 Werktagen versandbereit ab Festo Werk Konfigurierbare Ventilinsel VTUG <a href="http://www.festo.com/catalogue/573606">www.festo.com/catalogue/573606</a>

**★ Festo Kernprogramm**  
 deckt 80% Ihrer Automatisierungsaufgaben ab  
**Weltweit:** immer lagerhaltig  
**Stark:** Festo Qualität zum attraktiven Preis  
**Einfach:** mit wenigen Klicks online bestellt  
**Schnell:** in 24h versandbereit ab Festo Werk

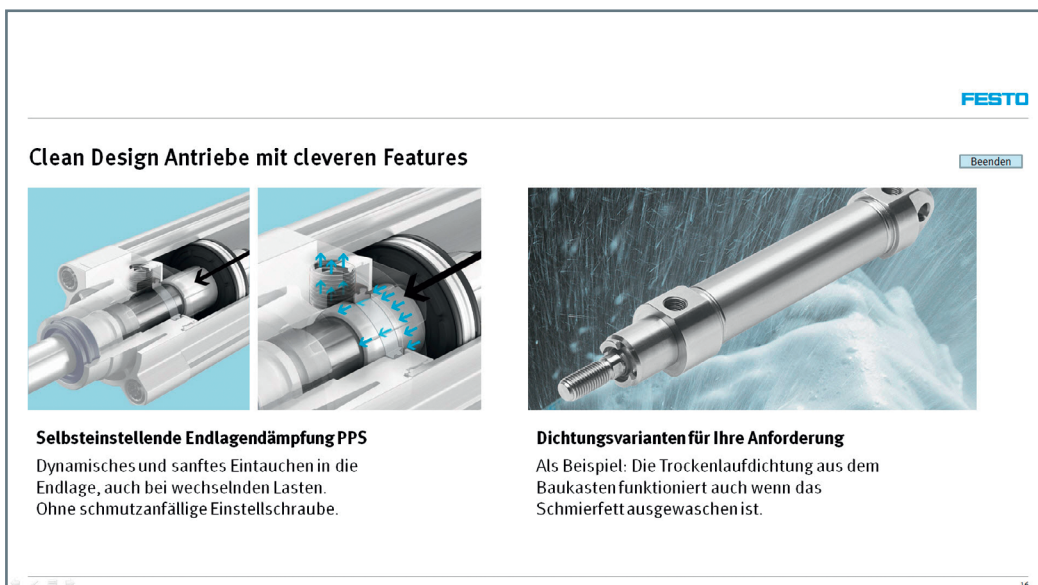
Für Aufgaben, die über Kernfunktionen hinausgehen, bieten wir Ihnen Komponenten und Lösungen im elektronischen Katalog an.  
[www.festo.com/edi](http://www.festo.com/edi)  
 Oder Sie wenden sich einfach an Ihren Vertriebsingenieur. Er unterstützt Sie gerne!

2016/06 – Änderungen vorbehalten – Quick Order Sheet – Kernprogramm

## Digital media

With a professional PowerPoint presentation from Festo, you can demonstrate your expertise and can convey the advantages of our products to your customers in a

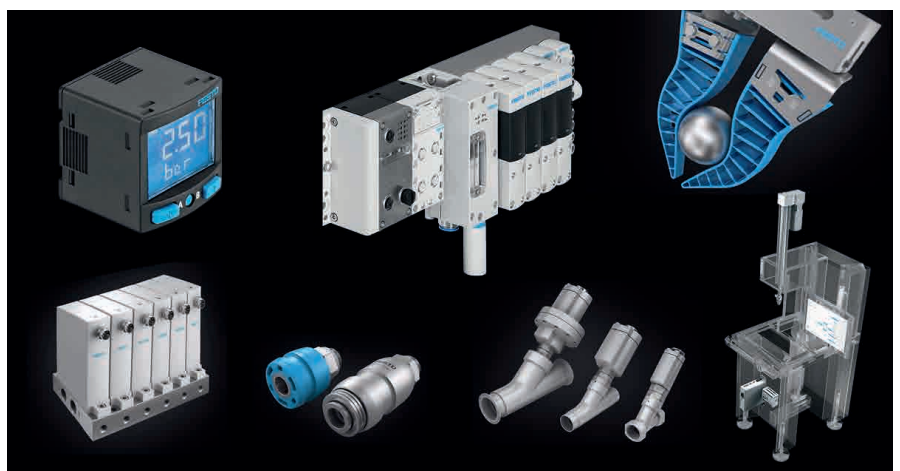
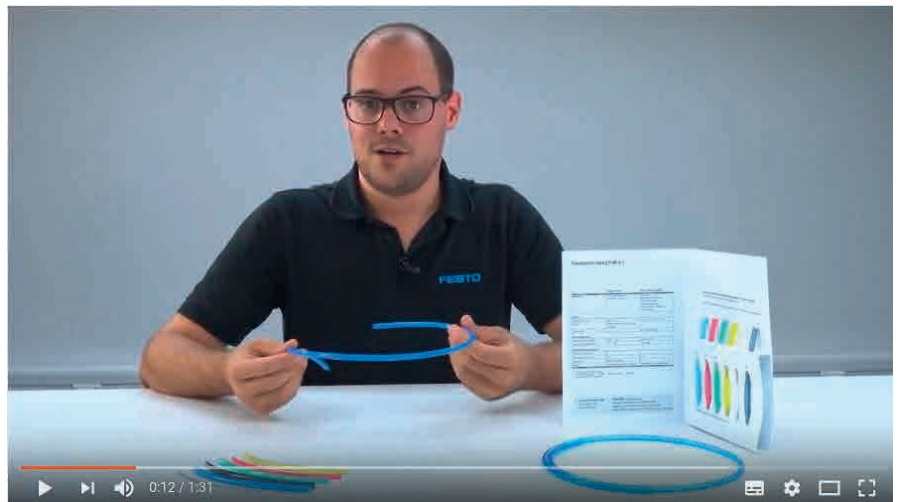
vivid and accessible way. The modern and attractive design of our presentation templates is truly impressive.



## Digital media

You can use these up-to-date media on your monitor, a website or in a sales discussion to explain the functions and capabilities of our products to your customers in a way that is easy to

understand. With our modern and informative animations and videos, you can draw your customers' attention to the advantages of the Festo product range.



## Media database

Are you looking for product photos, videos, animations or documents? In both our media database and on the Support Portal, you will find a wealth of materials to help you in marketing and sel-


ling Festo products. As an Official Partner you also have access to the Official Partner portal, which contains additional sales-oriented media which you won't find on our Support Portal. Your Festo

contact will be happy to help you choose the media you need. Just contact us.


Portal for Official Partners > Media Database

BROWSE PAGE


Please select a product category:




Pneumatic drives




Electromechanical drives



Motors and controllers



Valves



Valve terminals

Deutschland

Home Highlights Produkte Branchen Service Didactic Über Festo

Support Portal

Wählen Sie bitte links eine Kategorie oder nutzen Sie die Suche.

Produkte

Ventilinseln

Elektrische Peripherie

- Feldbusmodule CTEU
- CPI Installationssystem CTEC
- Terminal CPX
- Für Terminal CPX
- Für Ventilinseln MPA-S
- Für Ventilinseln CPV, CPA
- AS-Interface-Komponenten
- Zubehör für Elektrische Terminals

Didactic

Branchen

Software

Broschüren

Audiovisuelle Medien

Suche

cpX

Suchen Hilfe

**FESTO**

DNC-126-100-PPV-A

183501 R408

pmax: 12 bar

Teile-Nummer Serie

Bestellcode

- Kontakt
- Produktkonformität
- Nutzungsbedingungen für elektronische Dokumentation

**Terminal CPX**

197330

System-Navigator

- Im Katalog anzeigen
- CAD / EPLAN
- Ersatzteilkatalog
- Technische Daten
- Download-Paket erstellen

Top 3

**Produkt-information** [47]

Anwender-dokumentation [77]

Zertifikate [18]

Software [27]

Experten-wissen [3]

Training [6]

Beschreibung

Höchste Produktivität für Sie: Terminal CPX. Automatisierungsplattform!

☑ Ideal als Automatisierungsplattform, Ventilinsel-Partner – oder als Remote I/O, elektrisch, offen und direkt. CPX – die optimale Plattform für die elektrische Peripherie. Mit CPX binden Sie pneumatische und

- Kurze Produktinformation
- Datei- und Sprachversionen
- ★★★★★ (29)

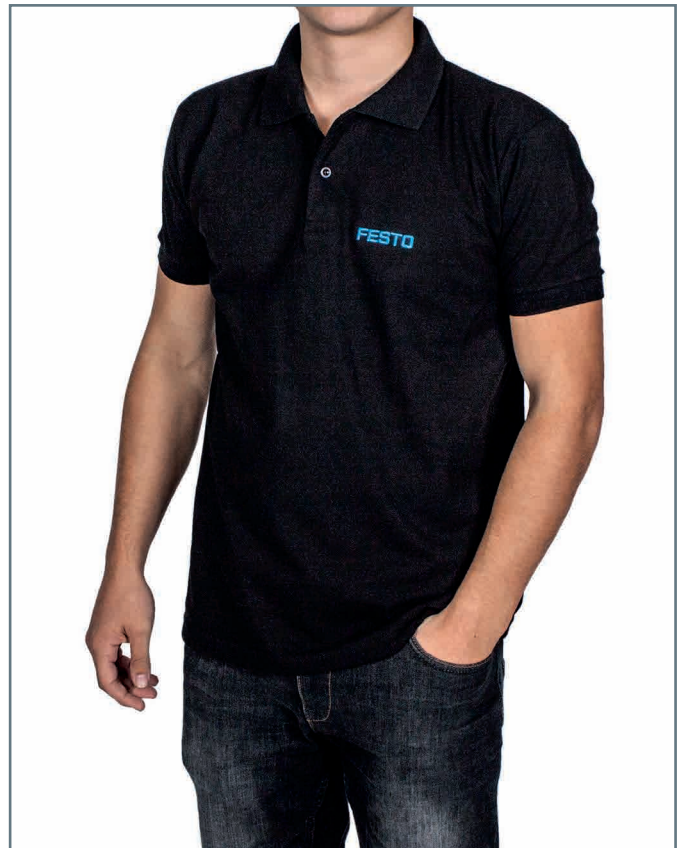
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- Kataloginformation
- Datei- und Sprachversionen
- ★★★★★ (35)

## Workwear/clothing

Our workwear range is designed for a comfortable and professional look. This will convey a high degree of expertise in advising people about our products, while

also demonstrating your close partnership with our company.



# Services

---

## Promotional materials

It's often the little things that make people happy and have a big impact. We have a range of giveaways available, which you can give to your customers as

gifts. Contact us in good time so that we can have your order ready when you need it.



# Training

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## Product training

Your technical knowledge is an important success factor; it is crucial in convincing your customers of the benefits of our products and services. That is why we offer our Official Partners customised product training sessi-

ons in which our experts pass on their knowledge to you and your employees. In addition, you can expand your product knowledge by simply using our online training modules.



# Training

---

## Technology training

Festo Didactic has been providing technical basic and further training for more than 50 years now. We are a leading supplier to technical educational institutions

and a provider of consulting, training and education services for industry in around 80 countries.





# Events and trade fairs

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## In-house events, customer events

Having your customers visit you in your company creates the ideal opportunity to strengthen business relationships and present your company in a positive light.

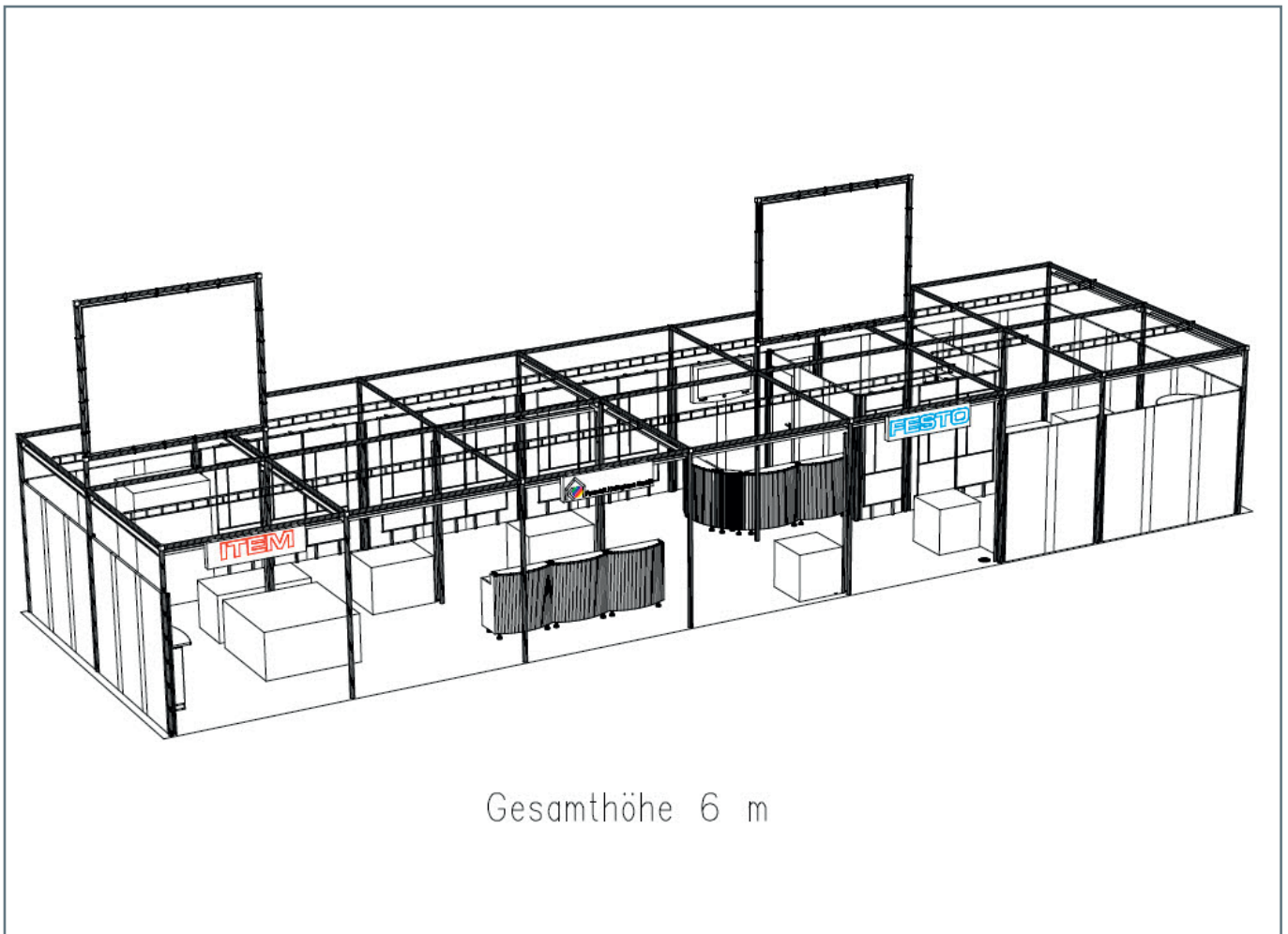
We will be happy to actively support you – with the right equipment, experience and expertise. There are many ways we can work together to win new customers and strengthen the loyalty of existing ones.



## Trade fair preparations

Get the type of support you need when preparing for a trade fair, and make the most of our experienced trade fair planners who can help to design an effective stand for you. We will also be

happy to help with any trade fair publicity, such as invitations and online banner adverts. There is a wealth of possibilities – just ask us!



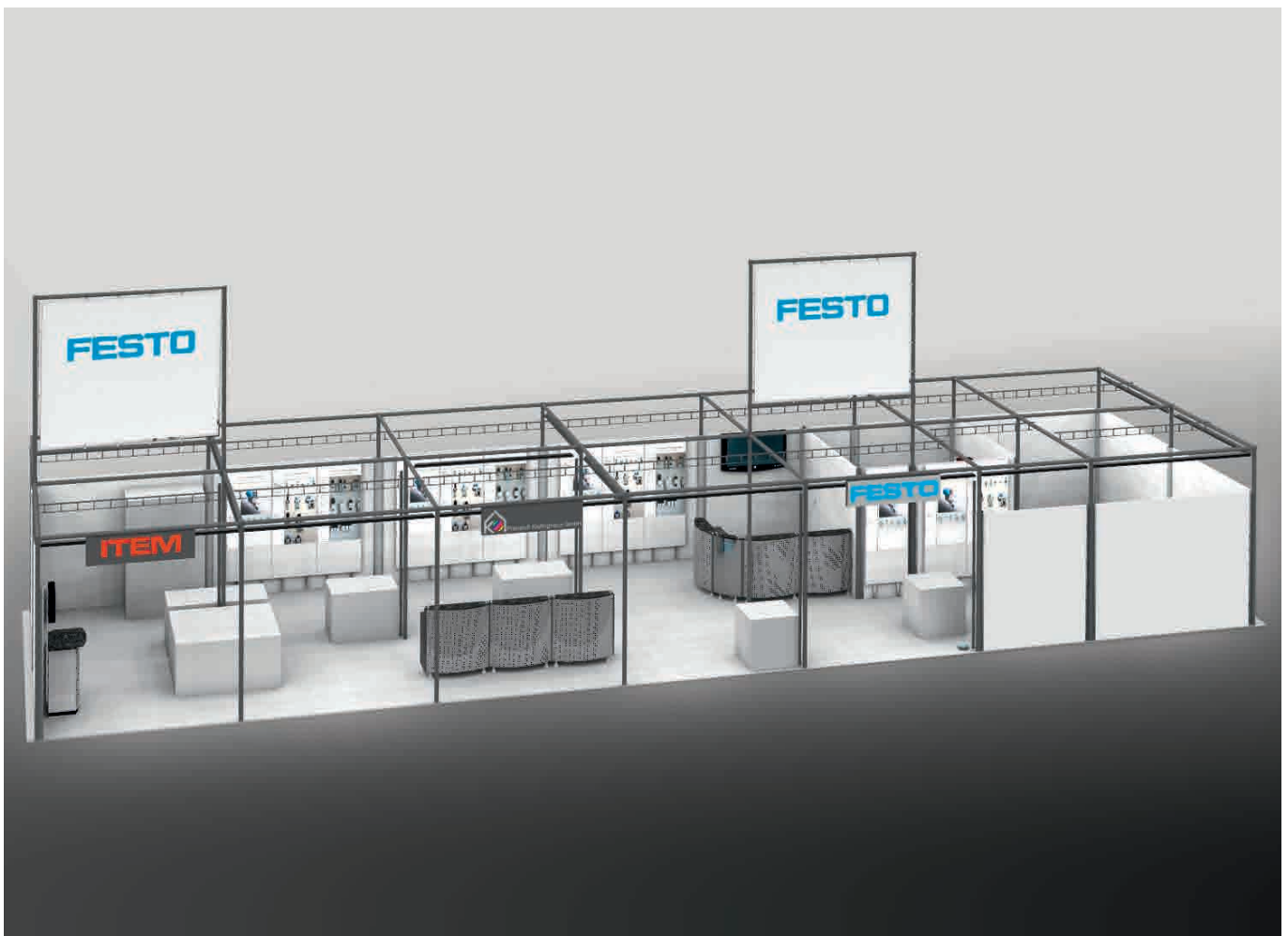
## Partnership fairs

Working together to win: a joint trade fair presence reinforces our partnership bond and demonstrates it convincingly to customers.

As a certified Official Partner, you can use the national trade fairs in your region to present yourself, together with the Festo brand, as a strong partner for potential customers. You can utilise our many years of trade fair experience and we supply you with the

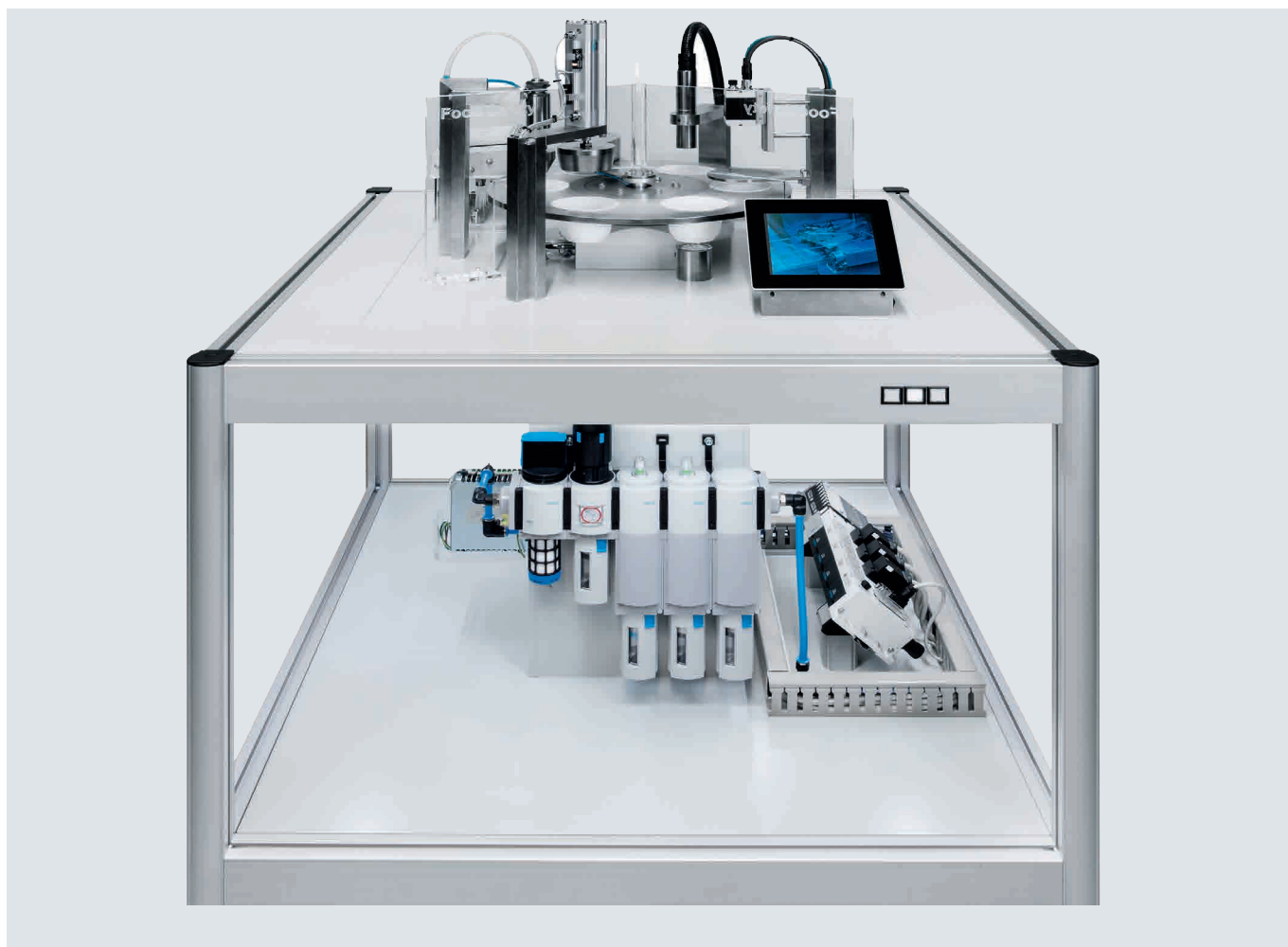
necessary equipment. The result is a synergy that benefits you as a regional provider just as much as it does Festo as a global corporation.

We look forward to hearing your ideas!



## Exhibits

Stand out from the crowd: to create an appealing presentation of the latest product innovations and solutions from Festo for your customers, you have the option of renting or buying dynamic and static displays from us.



## Exhibition vehicles

When will our exhibition vehicles come to you? Impress your customers immediately and persuasively with the breadth and depth of your expertise with our exhibition vehicles, which are mobile

trade fairs full of pneumatic and electric automation technology.

Whether for purchasing, design, operation, service or training – the Expotainer and Festo Mobile

make it possible to discuss the objectives and requirements of today's automation from a wide range of perspectives, in a hands-on, needs-oriented way.







Festo and our Official Partners – a partnership for maximum success.

Take advantage of our offers and get in touch with us.

We are open to ideas and suggestions!

You offer our innovative products.  
You provide your customers with expert advice.  
We work together to win together.

**→ WE ARE THE ENGINEERS  
OF PRODUCTIVITY.**