
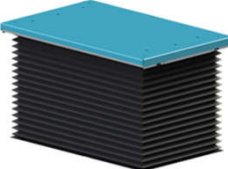









Disabled people's lifts – Key accessories

Accessories	Benefit	Customer value
 <p data-bbox="598 552 856 576">Safety railings and gates</p>	<ul data-bbox="1003 544 1411 592" style="list-style-type: none"><li data-bbox="1003 544 1411 592">• Lifts with traveling operators must be secured according to safety regulations	<ul data-bbox="1465 544 1942 592" style="list-style-type: none"><li data-bbox="1465 544 1942 592">• Guarantees safety and protection according to applicable regulations – safety and health
 <p data-bbox="598 820 682 844">Bellows</p>	<ul data-bbox="1003 771 1411 893" style="list-style-type: none"><li data-bbox="1003 771 1411 844">• Reduces the risk of personal injury and protects the lift from dust and dirt in exposed environments.<li data-bbox="1003 844 1411 893">• Suitable for use outdoors as weather-proof equipment	<ul data-bbox="1465 771 1984 868" style="list-style-type: none"><li data-bbox="1465 771 1984 820">• Ensures safety and protection according to applicable regulations – safety and health<li data-bbox="1465 820 1984 868">• Long lifetime in extremely difficult environmental and operational conditions – low cost of ownership





Disabled people's lifts – Services and add-ons

	Type	Feature	Benefit	Value
	Full accessory program	<ul style="list-style-type: none"> Accessories program covers all disabled lift situations 	<ul style="list-style-type: none"> Easy to find exact part needed Easy to create the ideal solution One supplier to cover it all 	<ul style="list-style-type: none"> Lower complexity – cost savings
	Disabled lift service contract	<ul style="list-style-type: none"> Opportunity to sign up for suitable service contracts 	<ul style="list-style-type: none"> Longer lifetime – lower cost of ownership Assured quality Guaranteed safety 	<ul style="list-style-type: none"> Longer lifetime – lower cost of ownership Assured quality Guaranteed safety
	Disabled lift installation	<ul style="list-style-type: none"> Taking care of installation from architect's design to operation Experience from hundreds of installations 	<ul style="list-style-type: none"> Easy to do business with Knowledgeable and experienced partner Quick installation 	<ul style="list-style-type: none"> Cost savings Safety and health




Disabled people's lifts – Services and add-ons

	Type	Feature	Benefit	Value
	Customizing support from experienced engineers	<ul style="list-style-type: none"> Long experience from disabled people's lift solutions, hundreds of Installations 	<ul style="list-style-type: none"> Identify and support with the right solution for any need Know-how partner – what works, what doesn't No overshoot/undershoot 	<ul style="list-style-type: none"> Risk reduction Cost reduction
	Disabled people's lift training	<ul style="list-style-type: none"> Full offer of disabled people's lift training: F2F or online, local review, design tips, etc. 	<ul style="list-style-type: none"> Knowledge transfer Increased customer safety and health Reduced load on own training organization Quick onboarding of customers/new personnel Better product service/maintenance 	<ul style="list-style-type: none"> Improved branding Safety and health Cost savings Total cost of ownership
	Local partner for disabled people's lifts	<ul style="list-style-type: none"> Local representatives with local knowledge of disabled people's lifts 	<ul style="list-style-type: none"> Quick and targeted support Easy to do business with Easily scalable, i.e. for customer to go from local to global solution 	<ul style="list-style-type: none"> Improved branding Increased safety Cost savings Total cost of ownership
	The flexible partner for disabled people's lifts	<ul style="list-style-type: none"> Organization with the right products, services, and knowledge 	<ul style="list-style-type: none"> Able to create the exact right disabled people's lift at the right time, over time Easy to do business with 	<ul style="list-style-type: none"> Cost savings Cost of ownership

Disabled people's lifts – Services and add-ons

	Service	Feature	Benefit	Value
	Advanced tech support for disabled people's lifts	<ul style="list-style-type: none"> Highly skilled tech support with long experience from disabled people's lifts 	<ul style="list-style-type: none"> Reduced load on own personnel – free up customer's own resources Not finding a solution - finding <i>the</i> solution 	<ul style="list-style-type: none"> Cost savings Brand building
	Disabled lift spare parts ex-stock	<ul style="list-style-type: none"> Immediate availability of spares ex-stock 	<ul style="list-style-type: none"> JIT service and manufacturing opportunities Reduce customer's own inventory – free up cash and warehouse space 	<ul style="list-style-type: none"> Cost savings Cost of ownership
	Third-party approvals on demand when needed	<ul style="list-style-type: none"> Certified according to local/global legislation 	<ul style="list-style-type: none"> Assured quality Guaranteed safety Minimize customer's own administration 	<ul style="list-style-type: none"> Safety and health Certified quality – cost of ownership
	Global manufacturing for disabled people's lifts	<ul style="list-style-type: none"> Factories in Europe, US, Asia 	<ul style="list-style-type: none"> Secure supply chain – redundant supply Able to sign global agreements JIT deliveries worldwide Short delivery distance eliminates long-distance transportation 	<ul style="list-style-type: none"> Reduced complexity – cost of ownership Assured availability – cost savings Environmental – branding

Disabled people's lifts – Services and add-ons

	Type	Feature	Benefit	Value
	High-quality disabled people's lifts	<ul style="list-style-type: none"> • Proven quality over time • Certified quality with thousands of installations, still working • First installation in 1978 – still running 	<ul style="list-style-type: none"> • No need for extra services • Long lifetime 	<ul style="list-style-type: none"> • Cost savings • Cost of ownership
	Innovative solutions	<ul style="list-style-type: none"> • Innovative disabled people's lift solutions, functionality and design 	<ul style="list-style-type: none"> • Customer can be a leader in safety and health and efficiency 	<ul style="list-style-type: none"> • Branding • Cost savings
	24 months' warranty	<ul style="list-style-type: none"> • Comprehensive warranty package 	<ul style="list-style-type: none"> • Certified and assured quality of products and parts 	<ul style="list-style-type: none"> • Branding • Cost savings • Cost of ownership