



Next Project
2005-2009



6th Framework
Programme

NEXT Generation Production Systems

Story of a Successful European R&D Project: Enabling future manufacturing in Europe
NEXT Success stories



New Business Models in the machine tool sector

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Challenge

In the machine tool sector technology innovation is not enough anymore to guarantee competitiveness: new business models are needed

- ✓ *Availability guarantee*
- ✓ *Total cost of ownership*
- ✓ *Provide skilled personnel*
- ✓ *Full renting service*
- ✓ *Outsourcing production service*
- ✓ *Reconfiguration contracts*
- ✓ ...

Objectives

To support the diffusion of New Business Models in the machine tool sector through the provision of innovative methodologies and tools





1. Understand the current situation

- “European Manufacturing Survey” database
- Case studies with pioneering machine builders, end users and financial organizations

Companies are starting this promising innovation, **but few** of them are able to obtain financial and market benefits



- It is a *different business*
- *Multidisciplinary* competences needed
- *Risks* must be carefully assessed
- *Revenues and profits* must be forecasted
- *Organizational changes* are necessary
- Customers must be *convinced*





2. Design and realize enablers

