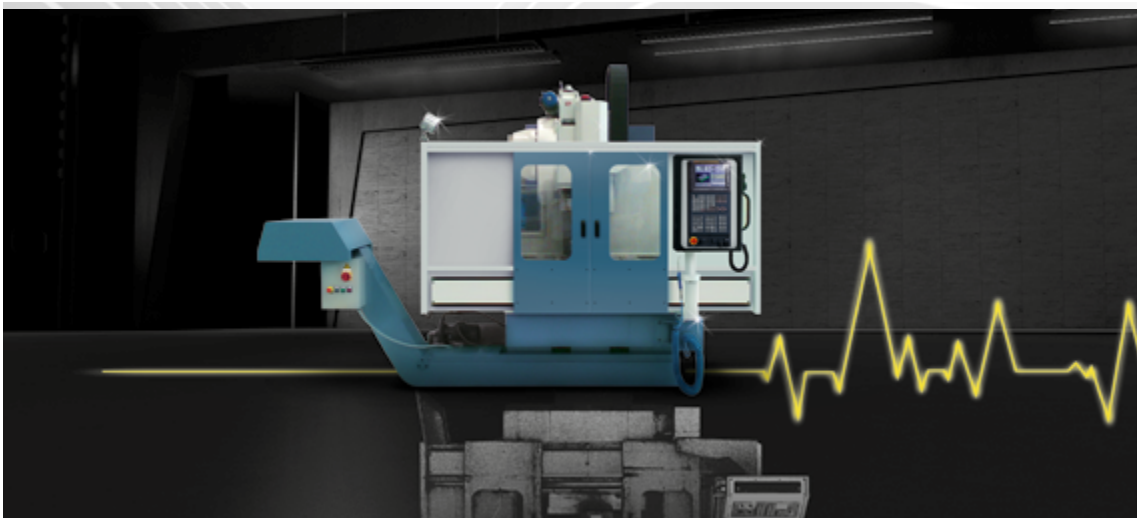


Are you being forced to retire your CNC machines prematurely?

If you are like most machine tool builders, you have encountered problems when CNC makers introduce new designs. Under the guise of innovation, some CNC manufacturers make it impossible for their customers to continue using their previous investments in software development. **In this article, we explore this planned obsolescence syndrome, and look at how FANUC takes a different approach.**



Component Parts Chosen for Longevity or Cheapness?

A fundamental design question faces all machine builders: will they try to maximize the life of the equipment, or are short term profits more important? It is all too common that a manufacturer will source components based solely on competitive bidding in which the cheapest supplier wins. Such an approach reduces expenses in the short term, but also increases costs overall by delivering a machine that will likely fail more often.

Updated Software Renders Existing Machines Incompatible

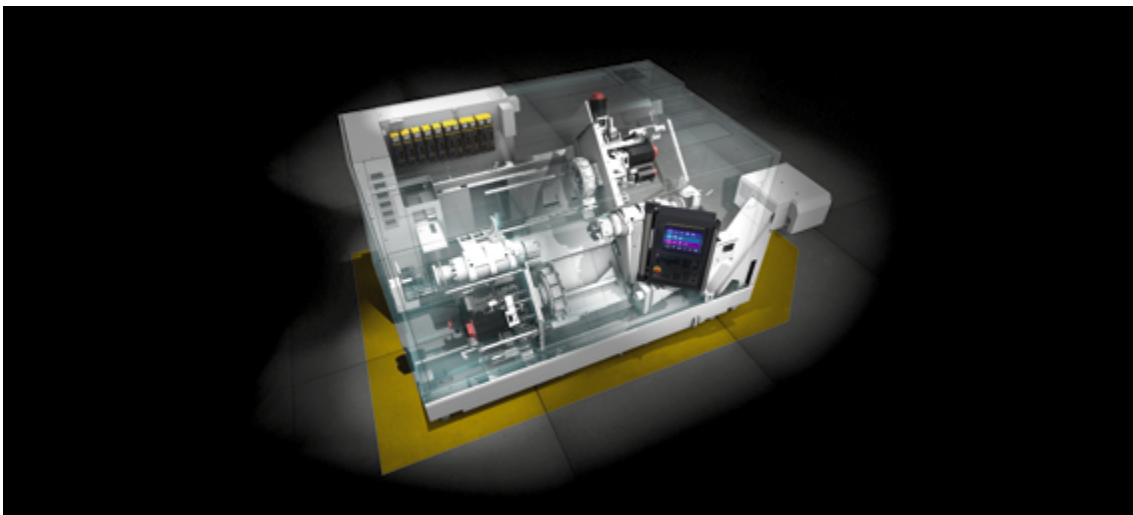
Introducing new features and capabilities with software upgrades is standard procedure and usually a good thing. But is the new software backward-compatible with existing equipment? If not, the older machines could become unusable, forcing machine tool builders to make big outlays for new hardware they would not otherwise need.

It takes more work and ingenuity to upgrade software in a way that maintains compatibility with existing equipment. Yet designing software that supports existing equipment is clearly the right thing to do from the standpoint of delivering value to the customer.

New Hardware That Can't Use Old Software

New CNC equipment often requires new software. If a machine builder wants to take advantage of the new hardware, they often must make a substantial investment in writing new software.

Creating new CNCs that can still operate with previous software libraries is not the easiest approach, but it's the right thing to do, in our opinion.



FANUC's Approach - Lifetime Maintenance Guarantee

FANUC thinks we can best contribute to the marketplace by designing for maximum durability. And that includes a guarantee of support for the life of the product. FANUC does not believe in forcing customers to upgrade hardware or software. We feel planned obsolescence is unethical. Durability is not just a slogan for FANUC. We stand behind our promise in the following ways.

- 1** | Hardware components like CNC, drives, and motors are developed with the key goals of ruggedness and longevity.
- 2** | For parts sourced from third-party suppliers (like CPU and memory chips, for example) FANUC chooses the ones that pass stringent vibration, temperature, and other kinds of stress tests.
- 3** | If externally sourced components are no longer available from the market, FANUC stores spare parts to ensure the longevity and possible repairs of older FANUC products.
- 4** | FANUC's philosophy is to protect the development investments of our partners by making new software as compatible as possible with existing CNC machines.
- 5** | With new hardware products, pre-existing software can easily be converted to the new models.

FANUC is proud of our key service performance statistics:



Service KPI's Europe (Jan 2022-Dec 2022)

Lifetime Cost of Ownership

When you consider the entire cost of ownership over the long run, FANUC emerges as the clear choice.

Why FANUC?

With more than 60 years of experience and 5.2 million CNCs installed worldwide, FANUC is a global leading suppliers in factory automation for CNC controls, robots and production machines (ROBODRILL, ROBOCUT, ROBOSHOT). Since 1956, FANUC has been the pioneer in the development of numerically controlled machines in the automation industry.

FANUC is the only company in the industry to develop and manufacture all major components in-house. Every detail of our hardware and software undergoes stringent quality control checks – For solutions that are reliable, easy to repair, and lend planning security to your production. With the highest uptime in the market, our products are built to last.

FANUC has the most automated production facility in the industry. Currently we use more than 1,000 machine tools in our factory, of which more than 92% are robotised. So when you use our solutions, you can be sure that they are up to the highest standards, tried and tested in our own facilities.

Reliability, precision, security and an extensive service network with 266 branches in 107 countries, and a state-of-the-art logistics centre in Europe to be even faster in responding to your requests: these are the advantages of relying on a technology partner that is a global leader in factory automation, such as FANUC.



Visit our website to find more about FANUC CNC systems

WWW.FANUC.EU/CNC

