

Are you connected to a partner who can move your manufacturing to the next level?

COMPREHENSIVE SERVICES

Comprehensive Services Program

Through the Kennametal Complete Comprehensive Services Program, we build partnerships that focus on delivering year-over-year productivity improvements through integration into your engineering and production processes via:

- Continuous onsite optimization.
- Tool crib management.
- Tool presetting.
- In-plant logistics.
- Cost per part reporting.
- Concurrent new product/project engineering.
- Education and certification.

Kennametal offers the people, processes, software, and technology to move your manufacturing to the next level.

Reducing Risk Through Partnerships

In a Comprehensive Services Program, we provide full-time, onsite Kennametal staff who are dedicated to building the partnership. In this program, Kennametal assumes a large portion of your manufacturing risk and further reduces risk by:

- Assuming responsibility for contracted employees.
- Accelerating project ramp-up time.
- Reducing ramp-up risk.
- Achieving target costs per part during ramp-up.
- Instituting replenishment logistics that prevent interruptions in production and minimize the obsolete inventory impact of process changes.
- Accelerating the productivity improvements of new cutting tool technologies through onsite beta testing and evaluation.



Dedicated Onsite Support

By providing contracted, full-time, onsite Kennametal staff, we can support all phases of your engineering and manufacturing processes. The infusion of knowledgeable staff can enable you to take full advantage of the Kennametal Complete Comprehensive Services Program.

What Industry Experts Are Saying About Kennametal's Comprehensive Services Program

“In a Comprehensive Services Onsite Program, Kennametal staffs dedicated service teams within a client's facility to manage the company's tooling inventory, preset tooling, deliver tools to the production floor, and continually optimize production performance. Some of Kennametal's Comprehensive Services Onsite Programs have evolved far beyond traditional product and labor fee-based programs to arrangements where Kennametal is actually compensated for each successful part machined. Using this approach, both Kennametal and its client share directly in the success of the plant and productivity savings achieved. As an added benefit of developing an integrated partnership, Kennametal Comprehensive Services Onsite Program clients get early access to new products and technology.”

*Tooling and Production Magazine
September 2007*

Strategic Alliances

Kennametal partners with industry-leading technology and service providers and offers the benefits of these strategic alliances to our customers in our Comprehensive Services Program.

Kennametal Complete...

Kennametal Complete focuses the resources of the metalworking industry's leading offering of products and services to help you **reduce production costs, improve productivity, achieve operational excellence, increase profitability, strengthen customer loyalty, and thrive in an increasingly competitive marketplace.**

To learn more about how Kennametal Complete can boost your bottomline, contact your Kennametal Representative or visit www.kennametal.com/completeservices today!

 **KENNAMETAL[®]**
Engineering Your Competitive Edge