

## SIGMA AIR UTILITY

Just buy the air you need



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Imagine that your new compressed air supply system required not a single cent of investment cost. You didn't need to fund it yourself or seek outside capital, yet the system is at the cutting edge of compressed air engineering technology and provides exceptional efficiency. Your compressed air supply is permanently guaranteed and the company's budget requirement for maintenance or repairs is zero. Sounds good? It is good. See and read for yourself!

### Benefits without compromise

You would hardly build a power station to meet your electricity needs. Why then would you invest your liquid assets to buy a complete compressed air supply system when you can opt for a SIGMA AIR UTILITY package from KAESER? We take care of everything from planning and installation, to system operation, maintenance and repair. This provides you with significant benefits: a reliable compressed air supply, maximum energy efficiency and complete cost transparency.

### Everything from an expert source

Compressed air is too important to production to risk leaving its supply to anyone other than proven specialists with extensive expertise. KAESER KOMPRESSOREN's hybrid service bundle is tailor-made: After-all, KAESER not only provides application-specific system solutions designed by highly experienced compressed air specialists.

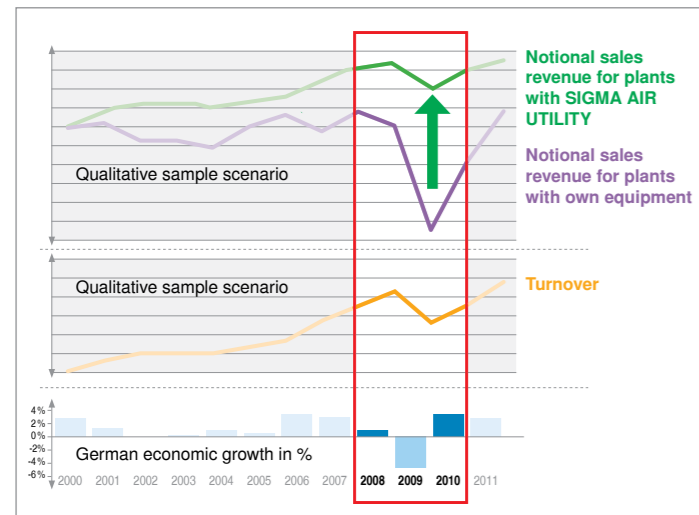
As a leading compressor manufacturer and compressed air systems provider, KAESER also offers the associated hardware – compressors, compressed air treatment systems and ultramodern compressed air management systems – and with globally recognised 'Made in Germany' quality. KAESER Teleservice, the logistics centre and our extensive service network improve compressed air uptime even further. Everything fits.

### Transparent and reliable

Companies that only buy the compressed air they need instead of a complete compressor station enjoy maximum cost transparency. The price per cubic metre of compressed air is fixed contractually for an extended term, which provides a much more reliable basis for assessing costs than a complex blended calculation. The basic price over the term of the contract covers equipment and operating costs and use of a base volume of compressed air. Moreover, air consumption exceeding this base volume is charged at a contractually fixed price.

### The never-ending management challenge: Variable costs not fixed costs

Companies should increase the share of variable costs and reduce fixed costs as a way of safeguarding their return on sales and liquidity in the event of significantly reduced turnover caused by economic crises. This is one way corporate management can ensure that the company remains viable even when times are hard.



## The hybrid service bundle





# SIGMA AIR UTILITY

**The smart choice for a dependable and efficient compressed air supply**



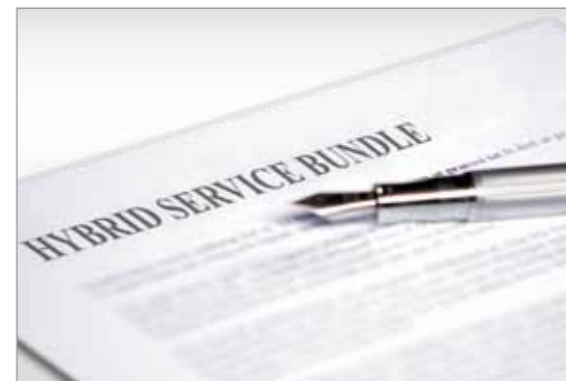
**Tailor-made:  
Modular system solutions**

Individually customised to specific requirements.  
Exceptional project experience and turnkey solutions.



**Assured performance: Optimum  
compressed air availability**

Your SIGMA AIR UTILITY compressed air supply is operated and managed by KAESER. We design, manufacture, install and maintain all components and optimise the system as a whole. The result: Maximum compressed air availability.



**SIGMA AIR UTILITY: Much more  
than just leasing and full service**

We take care of everything for you: Not only do we operate and maintain the equipment, but we also take responsibility for ensuring that your compressed air supply system complies with all applicable standards and regulations.



**Interest bonus thanks to higher  
equity ratio**

With SIGMA AIR UTILITY, your equity ratio remains untouched because no funds are required from either a bank or the company itself to purchase the equipment. This is good for the corporate rating and keeps interest rates low.



# KAESER – The world is our home

As one of the world's largest manufacturers of rotary screw compressors, KAESER KOMPRESSOREN is represented throughout the world by a comprehensive network of branches, subsidiary companies and authorised partners in over 100 countries.

With innovative products and services, KAESER KOMPRESSOREN's experienced consultants and engineers help customers to enhance their competitive edge by working in close partnership to develop progressive system concepts that continuously push the boundaries of performance and compressed air efficiency. Moreover, the decades of knowledge and expertise from this industry-leading system provider are made available to each and every customer via the Kaeser group's global computer network.

These advantages, coupled with KAESER's worldwide service organisation, ensure that all products operate at the peak of their performance at all times and provide maximum availability.



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