



## Planning & engineering

# Variant management

## Your requirements

- **Standardization** of product variants
- **Less effort** when it comes to creating and managing material master data
- **Quick search** based on technical features
- **Harmonization of material master data** across multiple locations (group)
- **Reduced storage costs** thanks to the minimized number of product variants

## Our services

- Our variant management achieves this standardization and reduces the number of product variants for you. Comprehensive filter and comparison options in an electronic catalog will help you identify the appropriate product variant. This exact variant can then be used again for subsequent follow-on projects such as a new system.
- System operators will benefit, too, as cross-company collaboration between system suppliers, SEW-EURODRIVE, and system operators makes it possible to create a long-term standardization strategy for drive technology.
- The flexible design of variant management means you can choose between various service packages.

# 1. Standard scope of services (for OEMs and system operators)\*

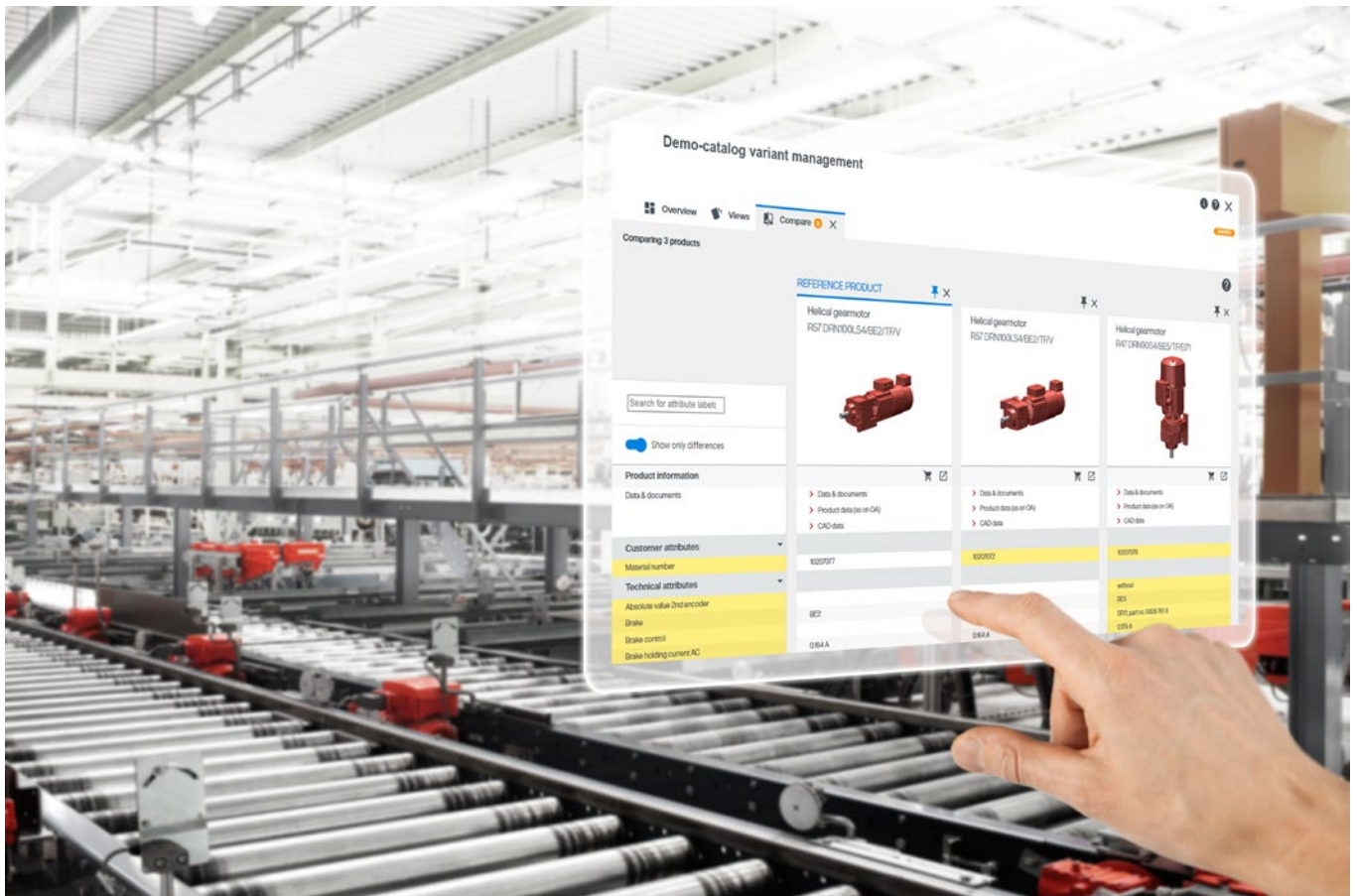
## Implementation (creating an electronic product catalog)

- Options: 1 – 5 years or over 5 years of data history for product variants
- Filling of the variant management database with predefined products (quotation or order items, sample orders or quotations) or manual import (Excel file)
- Connection to various Online Support functions, such as access to up-to-date technical data and documents for each product variant
- Training on the standard functions of variant management
- After consultation: optimization of processes in cooperation with the customer (optimizing the ordering and product selection process)
- By arrangement: analysis of product variants in preparation for rolling out EDI (electronic data interchange)

## Annual usage (license)

- Optional, depending on the number of users:  
1 – 3, 4 – 6, 7 – 9, or 10 – 12 users or no limit on the number of users
- Ongoing determination and mapping of product variants from orders, quotations, or sample orders
- Automated uploading of new product variants from orders, quotations, or sample orders on a daily basis
- Product comparison based on technical features for each drive
- Independent management of SEW-EURODRIVE product variants (release, blocking, definition of successor products)
- One-click availability of drive-specific documentation for each product variant (e.g. product data sheet, CAD data, operating instructions)
- Integrated inquiry and order functionality
- Continuous support from SEW-EURODRIVE during the rollout phase and the subsequent utilization phase

\* For companies with a single site



## 2. Extended scope of services for groups\*

### Implementation (creating an electronic product catalog)

- Product variants of individual company sites can be combined in a single product catalog at group level.
- Different access rights, for example, can be granted to different company divisions or design departments.

\* To obtain the scope of services for groups, you must have the standard scope of services and several sites.

### Annual usage (license)

- Complete mapping of all product variants used within a corporate organization or group

## 3. Extended scope of services for system operators\*

The “end customer / OEM scenario” extended scope of services enables system operators to incorporate additional system suppliers (OEMs) into the database. SEW-EURODRIVE offers the following services for this extended scope:

### Implementation (creating an electronic product catalog)

- Creation of access rights and Online Support users for the OEMs
- Incorporation of up to 10 OEMs, including training
- Training of OEMs on how to use variant management (selecting a drive from a standard release list, navigating the user interface, etc.)

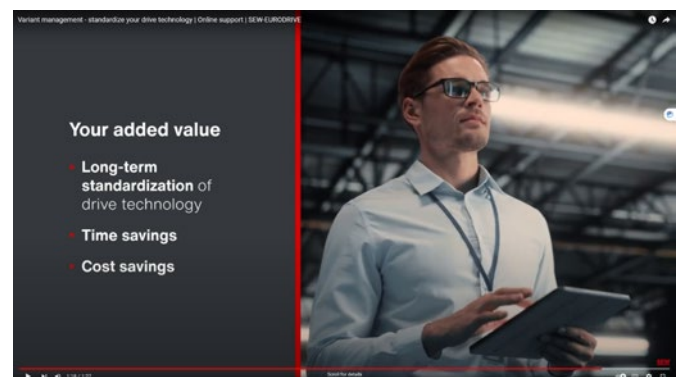
\* To obtain this extended scope of services, you must have the standard scope of services.

### Annual usage (license)

- Approval of system suppliers (max. 10 OEMs) and integration into variant management
- Independent creation of electronic product catalogs
- Independent creation and definition of released product variants by the end customer
- Independent authorization of defined system suppliers (OEMs) to access the standard product catalogs
- Continuous support from SEW-EURODRIVE specialists during the utilization phase at the OEMs to ensure the process works as defined

## Your added value

- **Time savings** thanks to rapid identification of the appropriate product variant
- **Cost savings** thanks to the reduced number of product variants (material master records)
- Support with the **long-term standardization of drive technology**



<https://www.youtube.com/watch?v=zRbgAZoclos>

## Variant management in Online Support

The screenshot shows the SEW Eurodrive Online Support interface. At the top, there is a navigation bar with the SEW logo and menu items: Products, Automation, Services, Industries, Online Support, Career, and Company. Below the navigation bar, a welcome message reads "Welcome to the Online Support!". The main content area is titled "Processes" and features a horizontal flow of four stages: Engineering & selection, Inquiry & order, Delivery & material flow, and Startup & maintenance. Each stage has a list of sub-items. A tooltip is displayed over the "Variant management" item in the "Engineering & selection" stage, containing the text: "Have a glance at the implemented drive technology from SEW-EURODRIVE, select preferred types of new products: no problem with variant management" and a "Read more" link. Below the "Processes" section, there are three more sections: "Data & documents" (with sub-items: CAD data, CAE data, Documentation, Product data, Software), "Individual settings" (with sub-items: Your account, Workbench registration), and "Related links" (with sub-items: Online learning opportunities, Brief instructions for Online Support, Mobile applications, Project rooms, Online Support tips, Product Security Management). To the right of the "Related links" section is the "Online Support hotline" section, which includes contact information: "Submit support request", "online-support@sew-eurodrive.de", "+49 7251 75-3232", "24h Service Hotline", and "0800 7394357".

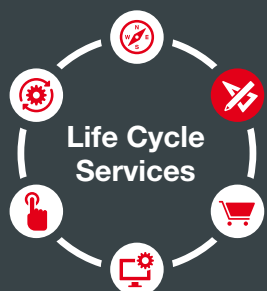


**Would you like to try out variant management right now?**  
Request test access via [www.sew-eurodrive.de/os/vm2/](http://www.sew-eurodrive.de/os/vm2/)

### > This may also be of interest to you

#### Supplementary services

- Project planning and design
- CDM® – Complete Drive Management



Variant management is part of our Life Cycle Services.

> [www.sew-eurodrive.de/en/life-cycle-services](http://www.sew-eurodrive.de/en/life-cycle-services)



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