



Machine as a Service

THE GREATEST FLEXIBILITY
FOR YOUR INVESTMENTS


Uteco
JOIN THE FLEX-CONVERTING

Our Maas Overview

MaaS This Service provides our customers the machine utilization's rights in exchange for the payment of periodical fees.

This Service is a package service that includes **Machineries Operating Lease, Programmed Maintenance and Remote Assistance Plan** along the leasing period.

**We are the best partner
to enable your new
machineries' investments**



**Discover Our Machine as
a Service Plan**

Why Our MaaS

FROM CAPEX TO OPEX



FLEXIBLE



EFFICIENT



SAFE & SIMPLE



Find The Greatest Flexibility For
Your Next Investment



Why Our MaaS

FROM CAPEX TO OPEX

Easier investment decision making thanks to limited up-front expense

EFFICIENT

MaaS is an optimized package to guarantee the best cost optimization for your daily printing and converting activities



FLEXIBLE

Choose between a series of different lease plans alternatives to best match your financial necessities

SAFE AND SIMPLE

Perfect management of the asset thanks to operating maintenance activities guaranteed by Uteco

Our MaaS Offering Pillars

Length

The offer lasts for a period of **60** or **96 months**.

Monthly Fees

The amount of each fee is **fixed**. The fees are due on a **Monthly or Quarterly basis**, depending on the payment scheme agreed.

Down Payment and Balloon (Residual Value)

Uteco includes in the operating lease an initial **down payment** and a final **balloon payment** to cover the machine residual value. Both are configurable according to the customer's profile.

Machine Ownership

Uteco is the **owner** until the payment of last fee or payment of machine residual value at contract end.



**The Perfect Solution for a
Customizable Operating
Lease Plan**













The Perfect Solution for a Customizable Operating Lease Plan



Machine's ownership remains with Uteco during the whole leasing period and can be transferred to customer after final balloon payment is made.

Our MaaS Offering

MACHINE OPERATING LEASE		Machine Operating Lease Plan: machine usage in exchange of periodical fees	INCLUDED	
MACHINE TRANSPORTATION		Machine's transportation to the Client's site	INCLUDED	
MACHINE INSTALLATION		All the necessary activities related to the machine's installation at Client's site	INCLUDED	
MAINTENANCE PLAN		Uteco's Programmed Maintenance service plan for the entire period	INCLUDED	
REMOTE ASSISTANCE		24/7 remote assistance and phone assistance	INCLUDED	



Our MaaS Offering Configurations



Match the Best MaaS
Configuration With Your
Needs



Customizable

DOWN PAYMENT

+

Monthly or Quarterly Fees



PERIODICAL FEES

+

End Plan Options



**BALLOON PAYMENT/
MACHINE RETURN**

Our MaaS offering – End Plan Options



BALLOON PAYMENT



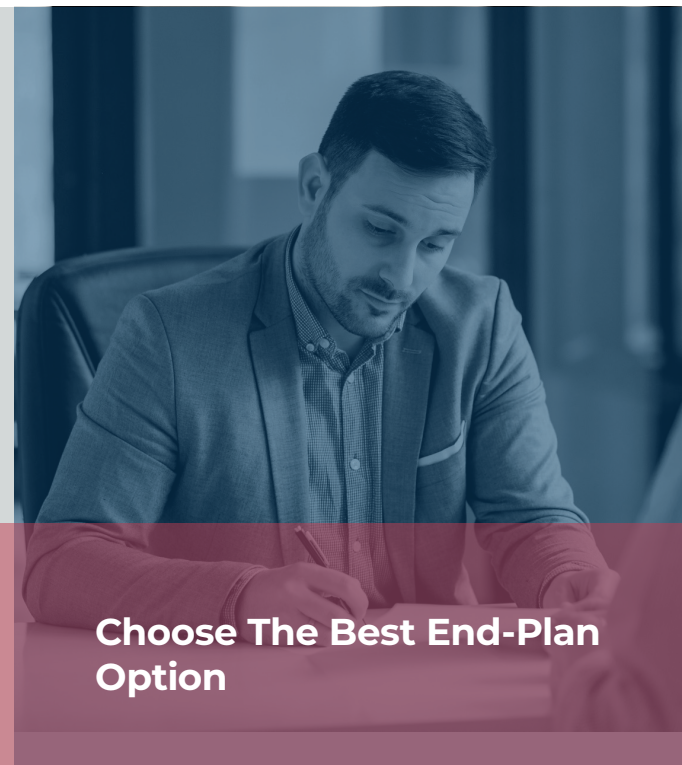
The client pays the expected **balloon payment (residual value)** to Uteco, and becomes **Owner** of the machine.



MACHINE RETURN



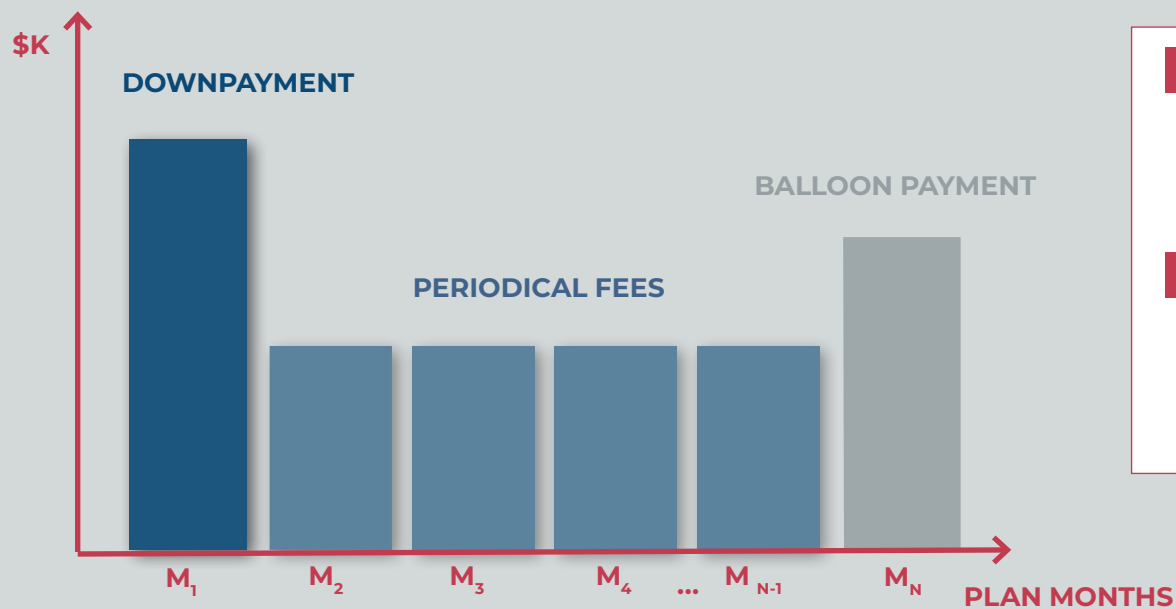
Uteco takes the machine back uninstalling it from the customer's plant



Choose The Best End-Plan Option



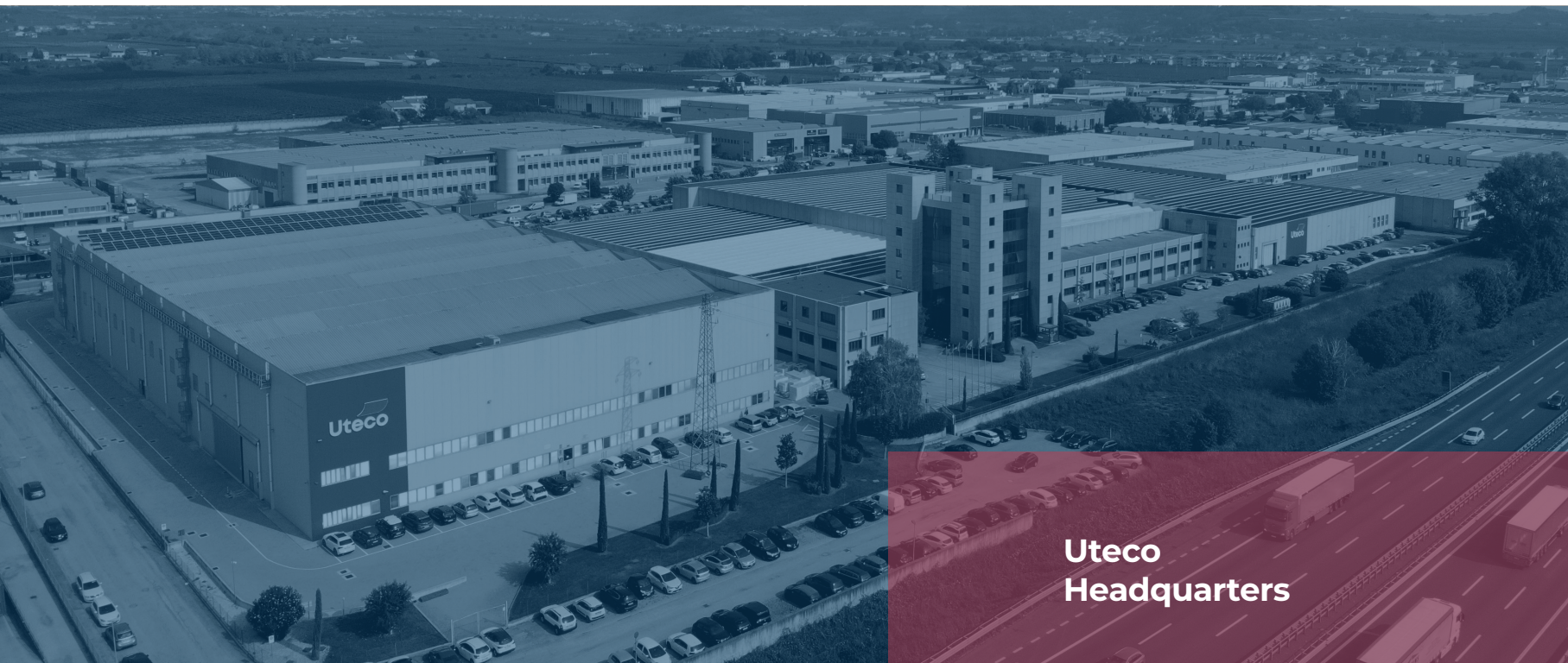
Our “MaaS” Offering – Example With Balloon Payment End Option



“MaaS” entails an initial **Downpayment** amount, followed by Periodical **Fixed Fees**, and a final **Balloon Payment**.

The customizable **Downpayment** can differ according to percentages agreed, as well as the **Balloon Payment** final decision.

* M_N refers to the length of MaaS plan (60-96 months)




Uteco
Headquarters



Our Company

Printing and converting: all round **high tech innovation**.



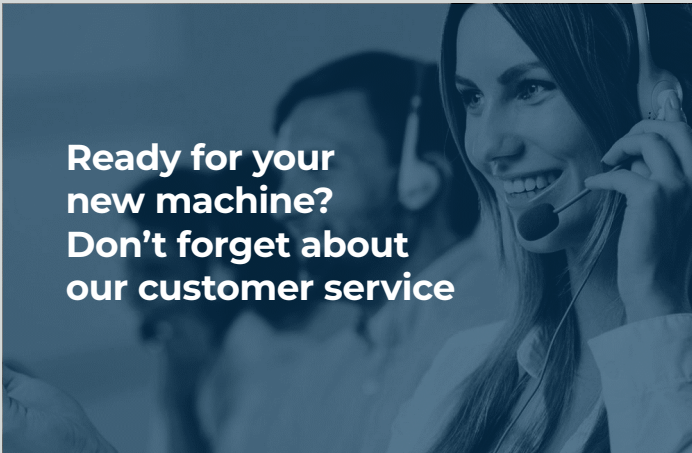
We provide innovative and flexible solutions from a wide range of flexographic, gravure, digital printing, and laminating and coating machines, and a corollary of comprehensive training and support services.

We develop special and customized configurations of high technological value, with an ongoing commitment to research and innovation, organizational flexibility, engineering capabilities for final solutions, optimization of production processes, and a fast and efficient worldwide service network.

Our Customer Service

Our Customer Service has **everything you need.**

Our expert **Customer Service teams** are **available 24/7** to respond quickly and effectively to requests for maintenance, repairs and operational renovations to machinery and systems, **both on-site and remotely (My Portal).**



**Ready for your
new machine?
Don't forget about
our customer service**

On Field Assistance

We provide complete life-cycle support services and printing processes to ensure maximum performance throughout the entire lifespan of the machine.

Remote Assistance

Thanks to the newest technologies available on the market we guarantee the best real-time support.

Upgrades Service

We provide improvements of the efficiency and performances of your machine's processes, aligning them to the latest technological market trends.

Spare Parts

We have a series of spare parts checked and guaranteed by us.

Equipment

We offer equipment solutions to be added to your specific machine to boost its performance and efficiency.



Contact Us



**Need more info?
Contact us anytime
you want**

**Would you like to know more
about our MaaS Service?**

Contact Us

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JOIN THE FLEX-CONVERTING





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