

Financial Services

Leasing partner

Our leasing partner is the expert in financial solutions geared to small to mid-sized businesses and enables us to offer our customers the freedom and flexibility they need to conduct their businesses: with one-to-one advice and demand-led financing. For your KELCH Smart Factory Services.

Operating leasing / Finance leasing

The lessee purchases the temporary right to use a capital asset that can generally be cancelled at any time. The lease contract is essentially the equivalent of a civil lease contract. Unlike medium- and long-term financing, operating leasing focuses on providing for the short-term use of the capital asset, enabling customers to overcome bottlenecks in production or in sales.

A key feature of operating lease contracts is that the lessor's financing costs are not generally amortised within the term of the contract. Full amortisation can only be achieved by the lessor leasing the asset several times and ultimately selling it.

Features of operating leasing:

- Contract period: relatively short contract periods. When a contract is concluded for an indefinite period, there is a right to cancel within the agreed periods. The service life of the asset exceeds the service life specified in the contract.
- Economic risk/Asset risk: is borne by the lessor. In this context, economic risk/asset risk is understood as meaning the risk of technical obsolescence of the leased asset, theft, technical faults or damage.
- Maintenance: is the responsibility of the lessor. As the leased assets are often leased to several lessees in turn, it is in the interest of the lessor to maintain the asset in a good condition.

Features of finance leasing:

- Contract period: long contract terms with basic lease periods that cannot be cancelled. The basic lease period term is approximately the operational service life of the leased asset.
- Asset risk: is borne by the lessee. This also includes payment for incidental repairs and the arrangement of insurance.
- Maintenance: as the lessee has generally initiated the procurement and/or production of the leased capital equipment, he is also responsible for taking measures to retain its value.



Leasing of Capital Equipment

Leasing of capital equipment

- Avoid high initial expenditure
- Make use of attractive financing models
- Pre-emptive right to purchase at the end of the flexible leasing model



Flexible Accounting Models

Flexible accounting models

- Billing on a time and material basis, for example with short-term services
- Monthly billing: precisely based on goods consumed

www.kelch.de

KELCH

KELCH
Smart Factory Services

Industry 4.0 technology transfer in practice

KELCH GmbH · Werkstrasse 30 · D-71384 Weinstadt, Germany
Phone: +49 7151 20522-0 · Fax: +49 7151 20522-11
info@kelchgmbh.de · www.kelch.de

Engineering Services

The definition

Within the context of modern tool management, Kelch Engineering Services deals with situation analysis, planning and project management, system integration and process implementation, as well as the digitalisation of all processing work in production. This involves defining a technically and economically optimum process chain, as well as optimising NC programs and tool plans within work scheduling.

The aim

The aim of the Engineering process is to identify the actual cost drivers in the process. Significant savings can generally be achieved by optimising existing tools. Specially developed multilingual software tools support this systematic approach, enabling a comparative analysis of different situations to be made. The results reveal hidden potential for rationalisation, which the majority of customers can then often translate into ready money.



Situation analysis

- Determine the customer's current situation: number of machines, tools and workpieces, and map the manufacturing structure
- Highlight potential areas for improvement: value stream mapping, lean manufacturing

Engineering Services



Planning & Project Management

Planning and project management

- Define and/or optimise the production layout
- Optimise machine equipment: initial equipment packages/ retrofitting packages, integrated optical measuring systems
- Tool Room concept: layout and equipment
- Tool logistics concept



System Integration & Process Implementation

System integration and process implementation

- Networking and interfaces: machines/adjustment equipment/measuring systems, CAD/CAM, MES, ERP, tool management, tool issuing systems, PLM
- Commissioning and production start-up
- Integration of optical measuring systems



Digitalisation

Digitalisation

- Data processing and recording: cataloguing components / processing existing data logs
- Creation of a database: DIN 4000/ISO13399-compliant tools, test and measuring equipment, machines, storage locations/systems, workpieces (products), NC programs

Tool Services

The definition

Kelch Tool Services deals with the everyday cost pressures on manufacturing companies. Kelch directs companies along a more efficient and effective route to becoming more streamlined and successful and focussing on their core competences. There is also indirect potential for rationalisation, above, all with main regional suppliers.

The aim

The right tool at the right place at the right time! We look after every last detail – from procurement and storage to tool assembly and management.



Procurement & Storage

Procurement and storage

- Local purchasing: system providers/procurement service providers
- Storage: consignment store, storage in issuing cabinets at the customer's, monthly billing
- Logistics: prompt provision where needed



Tool Assembly & Management

Tool assembly and management

- Provision of tool systems as a service: assembly, adjustment and measurement, recycling, dismantling and disposal



Optimisation & Data Administration

Optimisation and data administration

- Preparation of existing data sets
- Optimisation of tool data: in tool management systems, tool issuing systems, reducing the range, stock and costs, among other things
- Adaptation of technological data: optimising NC programs, use of state-of-the-art technologies at all times



Technical Support & Servicing

Technical support and servicing

- Maintenance contracts, repair service, hire and rental equipment, extended warranties, data recovery, software support, 24-hour services, retrofitting, calibration and certification, remote maintenance, responsibility for total maintenance

