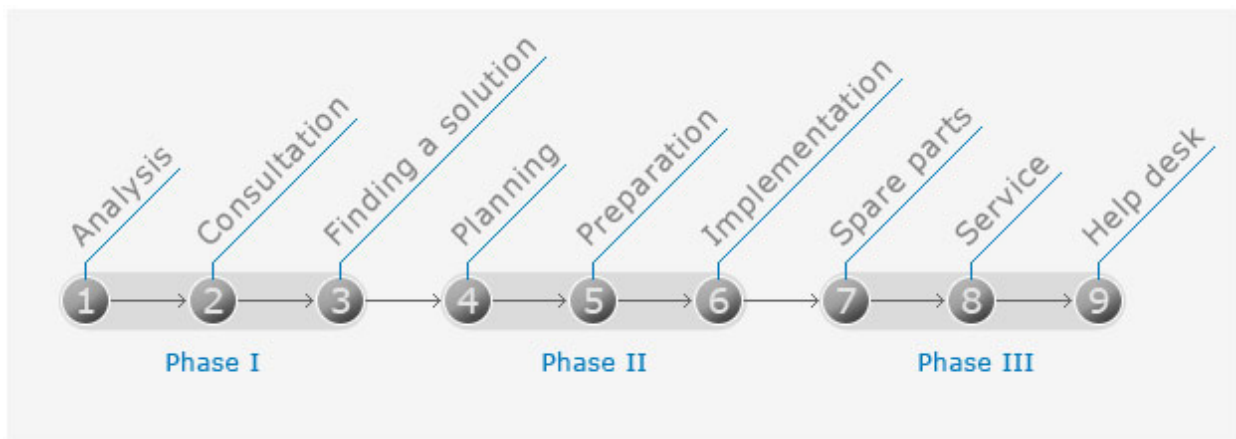


The decision for a retrofit, i.e. a partial or full modernisation, needs to be balanced against economic aspects on the one hand and planning risks on the other hand: How long will a system have to be shut down and what are the consequences for Production, which bottlenecks can occur?

??Based on our long-standing experience we know where the pitfalls are and based on our long-standing experience we can assure you that a well-planned retrofit process will reduce planning risks to a minimum giving to you the planning reliability you need. Provided the following steps are followed

?The STOPA retrofit the individual steps within the phases:



Phase I

Analysis consulting finding a solution

- 1.Customer requirements regarding the system after the retrofit
- 2.Recording the actual situation of the system
- 3.Analysis of the modernisation options
- 4.Recording the technical details
- 5.System review
 - o Mechanical
 - o Elektrobauteile
 - o Steuerung
 - o Host link >> process optimisation
 - o Remaining system service life
- 6.Presentation of the retrofit concept
- 7.Comparison against a completely new system
- 8.Cost/benefit analysis

Phase II

Planning preparation implementation

- 1.Detailed project planning

2. Defining the conversion scenario
3. Detailed planning of the time window during which the system shall be converted so as to ensure the shortest possible system downtime
4. Assembly and installation
5. Commissioning
6. Training the staff during live operation

Phase III

Spare parts logistics - service - helpdesk

1. Ensured spare parts supply
2. Lower maintenance costs
3. Extension of the maintenance cycle
4. Simplified troubleshooting
5. Troubleshooting/support through remote maintenance by modem/Internet connection
6. Downtime minimisation
7. Higher availability