Inclusion in the Data archive

Success story /Use cases

Submitted

|  |  |
| --- | --- |
| Area sales manager / employee / Partner  |  |
| Date  |  |

Use cases

|  |  |
| --- | --- |
| Setral-Product |  |
| Company  |  |
| Country  |  |
| Business / Industry |  |
| Module |  |
| Producer part / module |  |
| Type designation |  |
| Material pairing  |  |
| Others  |  |

There are other documents (approvals, references, etc.) [ ]

Description Application

Please list all important sales and technical aspects here. This green text is only intended to serve as a reminder. Please delete the text. Should include:

* What does the company produce?
* Where exactly is the lubrication point?
* Which temperatures occur (interval, permanent temperature)?
* Which loads occur (point load, permanent load)?
* What speeds occur (rpm, chain speed)?
* What are other contact materials of the lubricant?
* Which environmental conditions occur (acid, alkalis, water, dust)?
* What other requirements are there (H1, H3, color, labeling)?
* What was the goal or existing problems of the project?
* Which lubricant could be replaced?
* What advantage/s could the customer be offered (key selling point/s)?
* Which competitors were there with which products?
* Which internal Setral test were carried out with which results?
* Which customer tests were there with which results?
* How the lubricant is applied (ZSA, grease gun, leather cloth)?
* Which lubrication intervals exist (before changeover, after changeover)?
* How large are the lubricant quantities (initial lubrication, relubrication)?
* Pictures, videos, well-known companies with similar applications, further potential in the company etc.?
* Others?