

# Manufacturing Lucy Electric Products Under license



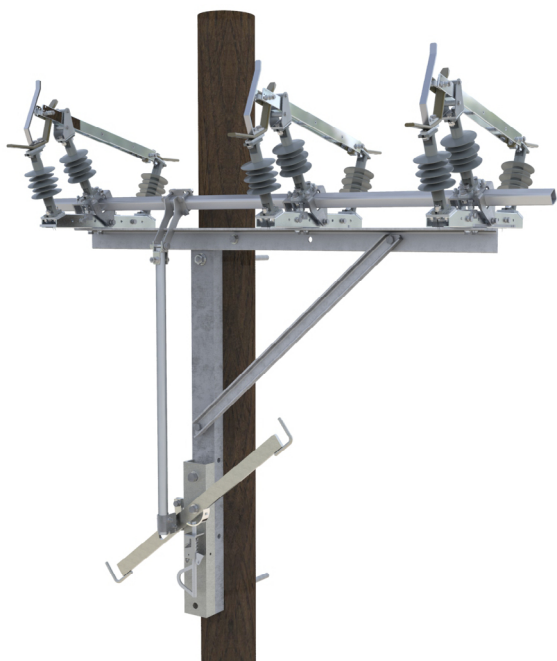
# Licensee partnership

**In a globally competitive market place, becoming a Lucy Electric value added partner is a channel to commercial success. Our aim at Lucy Electric is to ensure that your company realises the potential commercial advantages and to build a lasting partnership.**

**By becoming a value added partner, your company will:**

- Provide employment for local people
- Take advantage of government tax and import incentives
- Experience growth within an existing market
- Enjoy the full support of a globally recognised switchgear manufacturer
- Receive technology transfers from our expert engineers
- Apply your branding to established and proven switchgear products
- Build a lasting relationship and become part of the Lucy Electric family

Our licensed solutions department offer a wide range of support and expertise enabling your company to manufacture Lucy Electric products under license.



## Available products

**We will translate intelligent solutions into secondary electrical distribution products that will exceed your customer's expectations.**

As a value added partner your company will have access to the Lucy Electric portfolio of established products which include:

- Ground mounted switchgear
- Switchgear automation
- Overheads and substation disconnectors
- Low voltage distribution
- Low voltage cutouts



**For more information, contact the Lucy Electric sales team on [salesuk@lucyelectric.com](mailto:salesuk@lucyelectric.com) or visit [www.lucyelectric.com](http://www.lucyelectric.com)**

# Getting started

## Easy start up

To enable initial market penetration, product familiarisation and end customer approval, the start up stage allows your company to brand products with little capital expenditure.

## Stage progression

As your company becomes more familiar with Lucy Electric products, we will support you when it comes to localisation of components and assemblies, enabling you to benefit from local government incentives.

## Flexibility

Lucy Electric items will be supplied as fully specified kits. However, most of the kit items can be adapted to meet local requirements, which will provide local employment opportunities.

## Our support

Our licensed solutions department multi-disciplinary team will:

- Assist with the selection of suitable products for your market
- Assess your company and identify where support is most needed
- Prepare legal contracts and documentation
- Prepare full bills of materials and provide drawings and technical specifications
- Facilitate product training for your personnel both at Lucy Electric sites and in your factory
- Provide full support during your preparation to manufacture and assemble licenced products
- Provide full assistance in manufacturing products that exceed your customer's expectations



# Licensed Solutions

**Our commitment to you is to build a mutually beneficial partnership guiding your company to commercial success**



## We can provide

- Full bills of materials
- Product training at Lucy Electric factories followed by onsite training
- Staged implementation for low cost start-up
- Identification of routine tests
- Advice and assistance with local manufacture of components and assemblies
- Assistance to allow products to meet the required quality standards
- Approval of products to Lucy Electric specification

#### Disclaimer

Lucy Electric has a policy of continuous research and development and accordingly reserves the right to change the design and specification of its products without prior notice.

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