



ABB ELECTRIFICATION

Life Cycle Management (LCM)

Presentation

Life Cycle Management (LCM)

Agenda

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- 05 Where to find information about your products' life cycle

Life Cycle Management (LCM)

Life cycle process

Life cycle management (LCM) is the process that enables ABB to innovate and manage products and related services throughout the entire business life cycle – effectively and efficiently.

It is ABB's goal to protect our customers' investment beyond the life cycle of the underlying platform products.

ABB LCM originates from:

- **IEC 62402**, the IEC Application Guide about Obsolescence Management, stressing the importance of managing obsolescence as an integral part of design, development, production and in-service support of a product.
- **The long experience of ABB** on the management of products and their life cycle



ABB products are designed for continuous evolution. The Life Cycle management process supports ABB and our customers to properly manage products' transition through the different life cycle stages

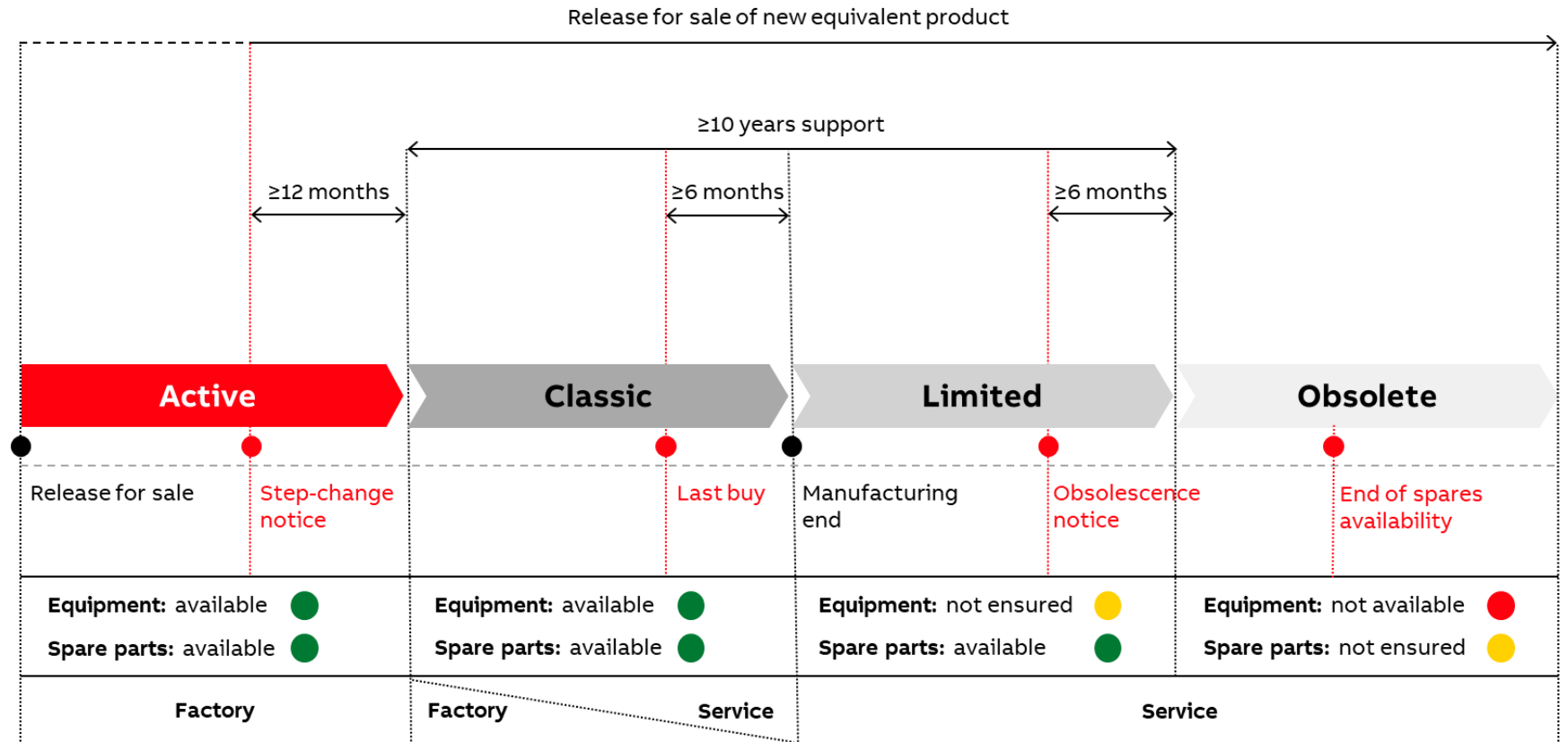
Life Cycle Management (LCM)

Life cycle stages

Four stages define life cycle policy for ABB Electrification products:

1. Active
2. Classic
3. Limited
4. Obsolete

Open communication with our customers is continuous, with notifications provided for each status change several months in advance, as well as a minimum of 10 years of support granted from the Classic phase to the beginning of the Obsolete phase.



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Life cycle stages

Active

- Equipment: available
- Spare parts: available
- Released for sale
- No limitations to manufacturing
- Actively promoted in assigned markets, available to all customers
- Fully supported both technically and via after sales network
- Periodically enhanced

Classic

- Equipment: available
- Spare parts: available
- Product not extensively promoted by the sales force
- Product's ownership moves to Service
- Product still available for sale, mainly for expansions of existing systems, supply under frame agreements, etc.
- No further enhancements and developments

Limited

- Equipment: not ensured
- Spare parts: available
- Product no longer promoted by the sales force
- Very limited and selected production might be done
- Service support ensured
- Life extension solutions granted

Obsolete

- Equipment: not available
- Spare parts: not ensured
- No longer manufactured as a complete product
- Spare parts availability diminishes over time with decreasing installed base
- Life extension solutions granted

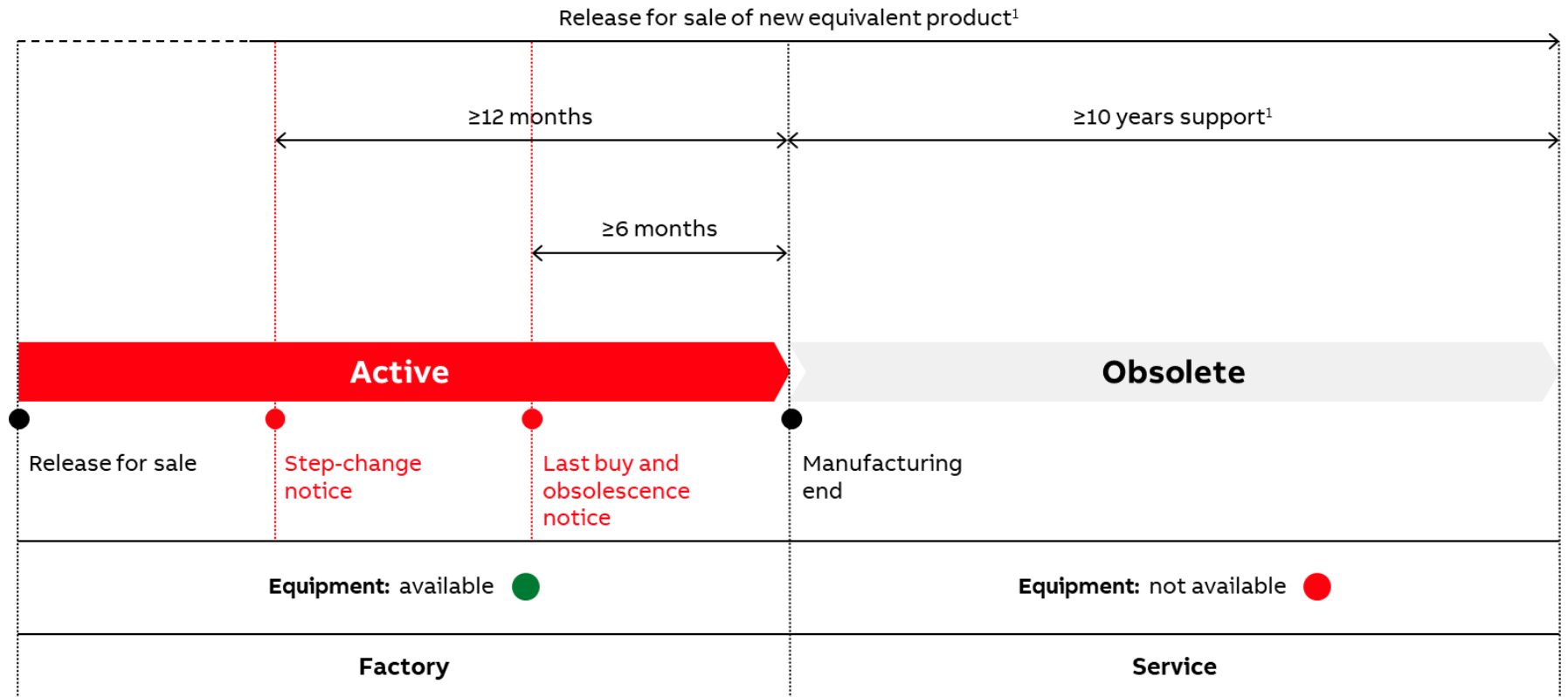
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Life cycle stages – Discrete equipment

Classic and Limited phases are not foreseen for discrete equipment (instrument transformers and sensors, fuses and cut-outs).

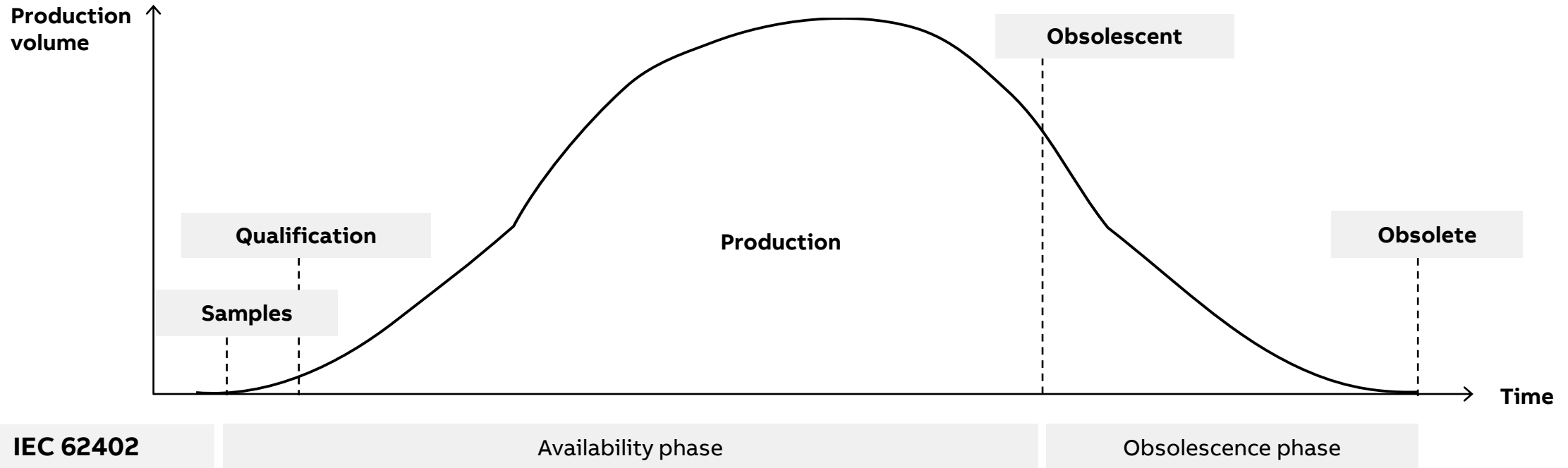
These products are characterized by a long and stable lifetime and no spare components requirements.

When they are no longer available, they can be replaced by new interchangeable products or upgraded with the use of adaptation kits.



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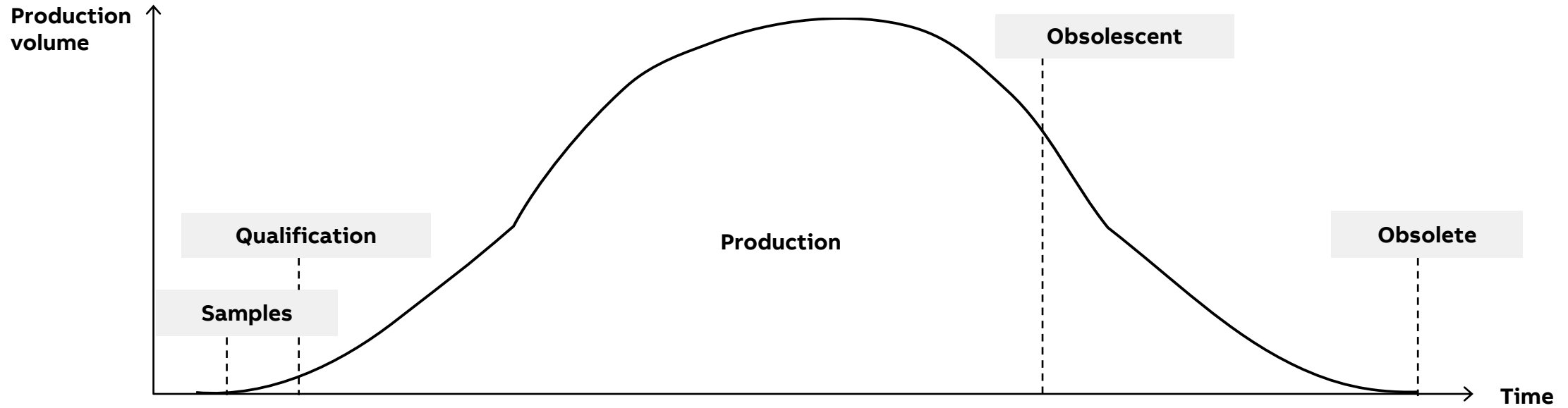
IEC 62402 Application Guide



Importance of managing obsolescence as an integral part of design, development, production and in-service support of a product.

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IEC 62402 Application Guide and ABB LCM



IEC 62402	Availability phase			Obsolescence phase	
ABB LCM	Active	Classic	Limited	Obsolete	

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IEC 62402 Application Guide and ABB LCM

IEC 62402 Application Guide

- Aim: ensuring that obsolescence is managed as an integral part of design, development, production and in-service support
- Two steps approach: Availability and Obsolescence

ABB LCM

- Aim: innovate and manage the products and related services throughout the entire business lifecycle
- Four steps path: Active, Classic, Limited and Obsolete
- Much smoother transition, with clear definition of support levels after Active phase
- Specifically addressing long lasting lifetime equipment
- Addressing full support of aged equipment also when one-to-one backward compatibility with new one is not possible

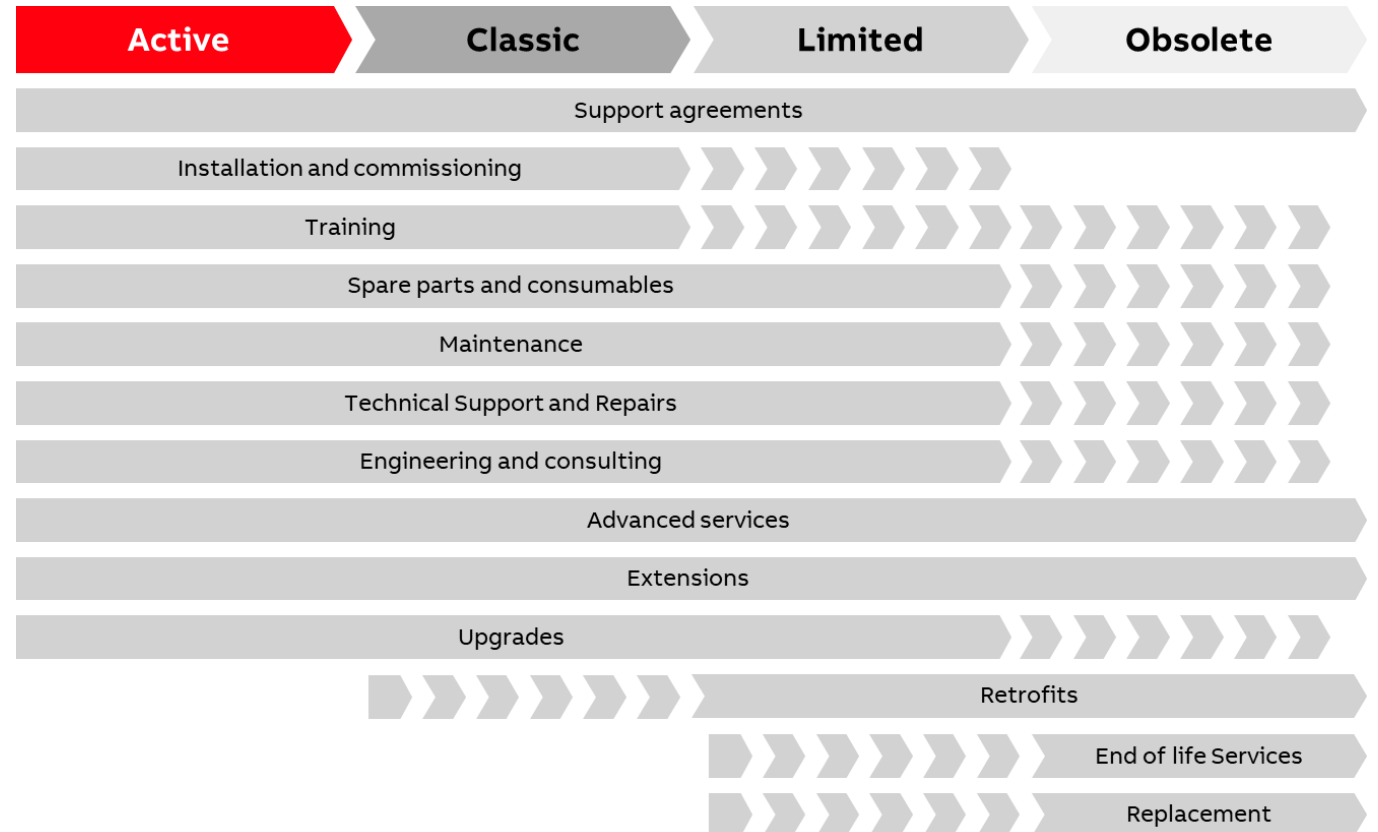
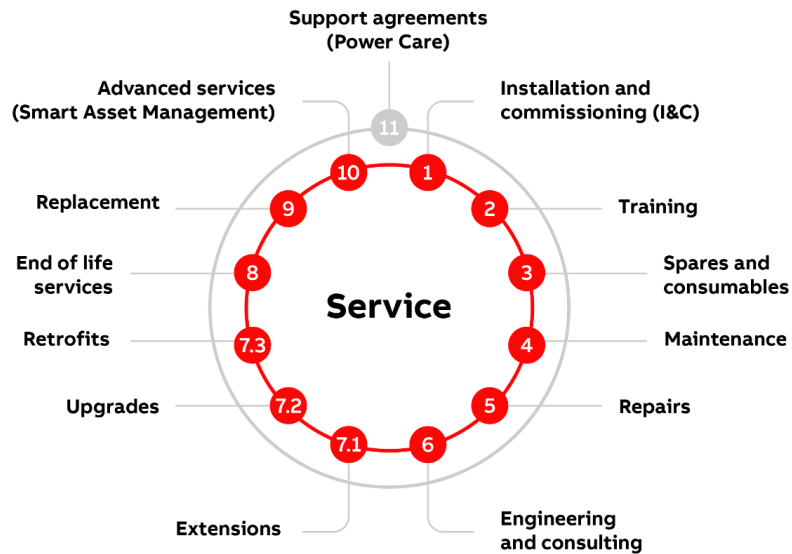
Same process with same targets.

Common points: phases' structure, communication, proactive and reactive strategies

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Life cycle services

ABB maintains close contact with customers throughout the entire lifetime of products via the broad ABB Service solutions portfolio.



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Life cycle services

Active

- Long-term support thanks to Power Care customer support agreements
- Extended warranty application
- Worldwide Service competence, ready for prompt actuation
- Certified ABB spare parts ready in stock to guarantee their availability throughout the product lifetime (Active, Classic and Limited stages)

Classic

- Good chance to obtain spare parts as per active products conditions
- Best time to keep equipment healthy via Power Care customer support agreements
- Call for training with wide coverage thanks to worldwide footprint still available

Limited

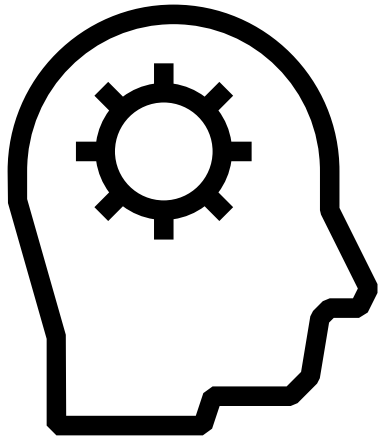
- Spare parts available
- Retrofit solutions can already be applied
- Power Care customer support agreements designed to keep the service experience as per active products

Obsolete

- Spare parts could be still accessible on request
- Retrofit solutions are available. They allow extending the life of the plants
- Our consultancy services are always available for supporting cost-effective and optimized investments, with special care to obtain a soft shift to new applications and solutions

Life Cycle Management (LCM)

Where to find information about your products' life cycle



Detailed information about all the life cycle status of products is available and continuously updated.

You can get them through the following channels:

- On demand to ABB representatives
- Visiting ABB [website](#)
- Periodically notified by activating a Power Care customer support agreement

ABB