

Business Line Precision Machinery (MAC) Indonesia



Business Line Precision Machinery provides fully integrated support through carefully crafted solutions and applications for machining, turnkey and automation integration, supported by an experienced global applications team.

Key facts

Sales Offices	3
Distribution centers	2
Clients served	5
Customers	>200

Main proficiencies

Business Line Precision Machinery offers a broad range of machinery for:

- Gear cutting and measuring
- Metal cutting and forming
- Testing and measuring
- Wood working
- 3D printer solutions for the rapid manufacture of customized products using proprietary consumables across a variety of markets

Strategic and operational tasks

- Provide technical services and consultation to key customers
- Conduct on/off site training to customers
- Co-visit customers with sales teams for in-depth technical discussions
- Machine installation and commissioning

Technical services

- Service
- Spare parts sales
- After-sales service (warranty period)
- Service contracts

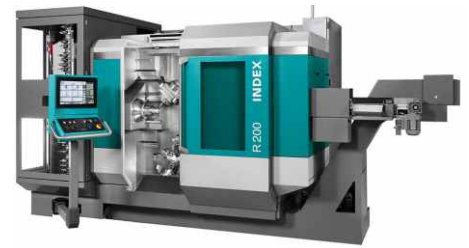
Key contacts



Benoit Fissot
Managing Director, Technology
Phone +62 877 7505 0808
benoit.fissot@dksh.com

Key clients





CRM platform

- Using a state-of-the-art Customer Relationship Management (CRM) platform, Salesforce, we combine extensive industry and product knowledge with a structured and systematic sales approach
- As a customer, you benefit from our established and vast network of business partners
- As a client, you benefit from our strong and service organization and our broad local customer network

About DKSH

- Publicly listed on the SIX Swiss Exchange since March 2012, DKSH is a global company headquartered in Zurich, Switzerland
- With 780 business locations in 36 countries – 740 of them in Asia – and 30,320 specialized staff, DKSH generated net sales of CHF 10.5 billion in 2016
- With strong Swiss heritage and four Business Units – Consumer Goods, Healthcare, Performance Materials and Technology – the company has a long tradition of doing business in and with Asia and is deeply rooted in communities and businesses across Asia Pacific

DKSH Business Unit Technology

- Leading provider of Market Expansion Services covering a broad range of capital investment goods and analytical instruments
- For our customers we offer total solutions in the areas of agricultural equipment, hospitality equipment, industrial materials and supplies, infrastructure equipment, precision machinery, scientific instrumentation, semiconductor, photovoltaic and electronics, various specialized industrial applications as well as textile machinery
- With 80 business locations in 18 countries and around 1,360 specialists, including 500 service engineers, Business Unit Technology generated net sales of CHF 385.4 million in 2016

DKSH Business Line Precision Machinery

- Presence in 11 countries: China, Indonesia, Japan, Korea, Malaysia, Myanmar, Philippines, Singapore, Taiwan, Thailand, Vietnam
- 135 specialists (67 sales and 68 service)
- Key applications: metal cutting and forming, additive manufacturing, testing and measuring, gear cutting and measuring, wire harnessing, wood working
- We provide proven machining solutions from world-renowned manufacturers for industries such as aerospace, automotive, dental, education, jewelry, mold and die, medical, construction, oil and gas, railway and shipbuilding.