

# SIEMENS

Ingenuity for life

PARTNER  
PROFILE

Multi-industry

## Nancal Energy-Saving Technology

Chinese solutions provider uses Siemens' suite of products and solutions for multi-industry customers

### Products

MOM, NX, Simcenter, Teamcenter

### Business challenges

Implement Industry 4.0 and Made in China 2025 strategies

### Keys to success

Clear business strategy and sustained strong market position

Siemens support for technical, marketing and sales teams

Deliver value of solutions

### Results

Offered valuable solutions to customers in diverse industries to support them in implementing Industry 4.0 and Made in China 2015 strategies

Recognized as Fastest Growing Partner in Greater China region for 2017

### Nancal Energy-Saving Technology addresses customers' requirements for Industry 4.0 and Made in China 2025

#### Clear business strategy and strong market position

Nancal Energy-Saving Technology Co., Ltd. (Nancal) is a China-based solutions provider whose goal is to best position its customers for the "Made in China 2025" initiative as well as Industry 4.0.

"We have a clear business strategy and strong market position," says Jie An, general manager, Nancal. "We are the smart manufacturing solution provider of product lifecycle management (PLM) solutions, digital factory integration and product line planning, designing and delivery."

#### Value of solutions

In addition to providing the best solutions for its customers for Industry 4.0, Nancal is also positioning its customers for Made in China 2025, a program in which China's stated goal is to become a major player in advanced manufacturing by 2025 and aims to shift China's economy into higher value-added manufacturing sectors. Those sectors are the ones in which Nancal's customers require the most innovative and efficient solutions.

"We understand our customers' requirements and our top priority is to provide them with the solutions and value they are looking for," says Jie. "We are addressing our customers' requirements for Industry 4.0 and Made in China 2025 with Siemens' best practices which we don't see or have yet to see in many manufacturing companies."

*"Our growth relies on Siemens' leading solutions and offering their support to our partners."*

Jie An  
General Manager  
Nancal Energy-Saving Technology Co., Ltd.

## Solutions/Services

Camstar  
www.siemens.com/mom/  
camstar

NX  
www.siemens.com/nx

Femap  
www.siemens.com/plm/femap

Teamcenter  
www.siemens.com/teamcenter

Tecnomatix  
www.siemens.com/tecnomatix

Simcenter  
www.siemens.com/simcenter

Solid Edge  
www.solidedge.siemens.com

## Customer's primary business

Nancal Energy-Saving Technology Co., Ltd. joined the Siemens Digital Industries Software Solution Provider Partner program in 2016. The company focuses primarily on the aerospace and defense, automotive and transportation, heavy equipment, electronics and semiconductor and marine industries.  
www.nancal.com

## Customer location

Beijing  
China

Through their partnership with Siemens, Jie believes that Nancal is positioned to meet their customers' requirements.

"Siemens has a comprehensive suite of products and solutions for partners to provide to customers in different industries," says Jie. "Our growth relies on Siemens' leading solutions and offering their support to our partners."

### Critical support from Siemens

"In sales, Siemens provides face-to-face and online training to partners," says Jie. "In marketing, Siemens works with partners to plan marketing activities. Siemens also provides a series of technical training sessions and certifications."

### Recognizing success

At the Siemens Digital Industries Software Converge Asia-Pacific Executive Partner Forum, Nancal Energy-Saving Technology Co., Ltd. was recognized as the Fastest Growing Partner in the Greater China region for 2017.

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"We understand our customers' requirements and our top priority is to provide them with the solutions and values they are looking for."

Jie An  
General Manger  
Nancal Energy-Saving Technology Co., Ltd.

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## Siemens Digital Industries Software

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