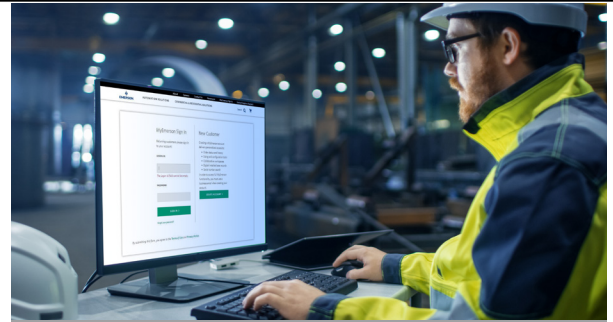


Eurotech Automation Significantly Reduces Purchase Time and Optimizes Technical Clarification with MyEmerson

Results

- 70% reduction quote and purchase time
- 70% reduction technical support time
- 100% clean orders and improved turnover by 3%



Application

MyEmerson/MyTransaction for procurement of field devices.

Customer

Eurotech Automation is an automation distributor located in Milan, Italy. Their main markets are in chemical, petrochemical, mining, and maritime markets.

Active for more than 10 years, Eurotech Automation delivers Emerson's Rosemount™ and Micro Motion™ flow meters to high end users who need high value for challenging applications.

Challenge

The main drivers of Eurotech Automation are high quality of products and a fast and streamlined service for its customers. Emerson's field devices satisfy Eurotech Automation in terms of high quality, however the customer was looking for a solution to streamline all purchasing processes, reducing time and simplifying all its archiving procedures.

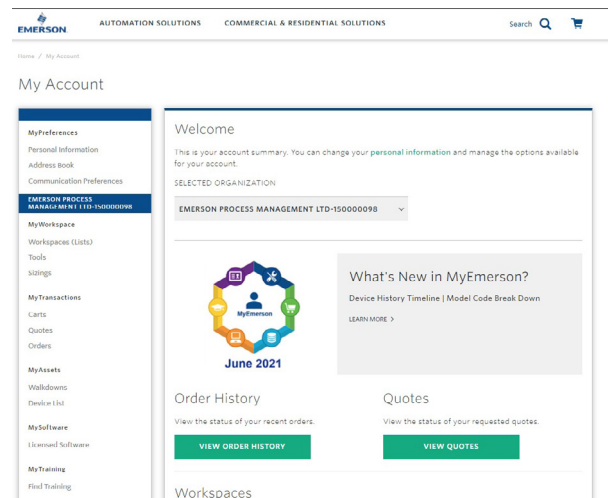
Solutions

MyEmerson is the solution for customers who want to improve their procurement process, reduce time spent, and achieving more accurate and less expensive documentation. From the early stages of adoption of MyEmerson for the incorporation of field devices, Eurotech Automation had great confidence in the solution.

Thanks to the easy solutions available on MyEmerson, like the Engineering Tools, MyWorkspace and MyTransactions, the customer has realized an incredible reduction of 70% in time spent in sizing, selecting, configuring, quoting, and ordering a device. Also, technical requirements, supported by local digital sales engineers reduced in time by same amount.

“With MyEmerson I can reduce purchase time by 70%, thus I can spend it finding more customers and creating more value for my company.”

Jessica Prieto
C.E.O.



MyEmerson simplifies the customer journey with an easy-to-use platform.

AUTOMATION

All orders of Emerson's Rosemount and Micro Motion instruments are natively clean, this means there's no need for revisions or further checks, resulting in additional time saved.

Time savings for a distributor results in more customers served, thus in an improvement of overall turnover of product by 3%.

The availability of all documents on MyEmerson further reduces the need of exchanging and saving documents. The documents are now stored in a safe environment for any future scope.

Resources

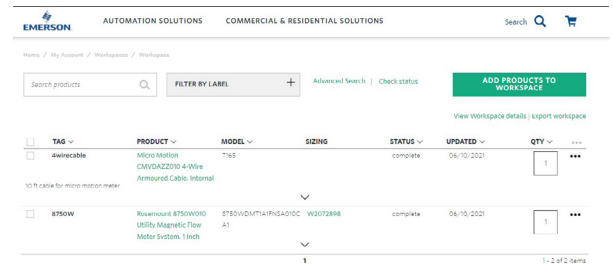
MyEmerson

[Emerson.com/MyEmerson](https://emerson.com/MyEmerson)

“From today, I’m going to use MyEmerson for my purchases because it streamlines my processes and allows me to improve my turnover.”

Jessica Prieto

C.E.O.



The screenshot shows the MyEmerson workspace interface. At the top, there are navigation tabs for 'AUTOMATION SOLUTIONS' and 'COMMERCIAL & RESIDENTIAL SOLUTIONS', along with a search icon and a shopping cart icon. Below the navigation, there is a search bar with the text 'Search products' and a 'FILTER BY LABEL' button. To the right of the search bar, there are links for 'Advanced Search' and 'Check status', and a green button labeled 'ADD PRODUCTS TO WORKSPACE'. Below these elements, there is a table with columns for 'TAG', 'PRODUCT', 'MODEL', 'SIZING', 'STATUS', 'UPDATED', and 'QTY'. The table contains two rows of product information. The first row is for 'awirecable' (Micro Motion CMC04A2000 4-Wire Armoured Cable, Internal) with a status of 'complete' and an updated date of '06/10/2021'. The second row is for '8750W' (Rosemount 8750W000 Utility Magnetic Flow Meter System, 1 Inch) with a status of 'complete' and an updated date of '06/10/2021'. At the bottom right of the table, there is a pagination indicator '1 - 2 of 2 items'.

TAG	PRODUCT	MODEL	SIZING	STATUS	UPDATED	QTY
awirecable	Micro Motion CMC04A2000 4-Wire Armoured Cable, Internal	7163		complete	06/10/2021	1
8750W	Rosemount 8750W000 Utility Magnetic Flow Meter System, 1 Inch	8750W000A1	W2072898	complete	06/10/2021	1

Workspaces allow customers to select and add multiple items to the cart when required, reducing selection time.

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For more information, visit [Emerson.com/](https://emerson.com/)

