

*PRESS RELEASE FST05
FOR UK ONLY*

Freudenberg publishes online marketplace for industrial components

Freudenberg Sealing Technologies is creating a turning point in the purchasing of B2B seals and components with their "Industrial Supply and Services" online platform exclusively starting in United Kingdom as first local market.

The Industrial Supply and Services (ISS) platform is the first online marketplace for high-quality B2B sealing solutions and components, setting new standards in the procurement of industrial parts. Constant time pressure and waiting for offers are now a thing of the past. 24/7 availability and local order processing enable unrivalled speed for deliveries within the UK.

More than just an anonymous marketplace

Industrial Supply and Services platform is much more than a simple online shop or anonymous marketplace with thousands of offers from daily changing merchants and from completely different needs segments – ISS is an industry-focused marketplace for the UK that includes the offerings of trusted local vendors. To make this possible, Freudenberg has worked with its long-standing local trading partners and integrated them as platform vendors in the project. The advantages are obvious: for the customers, this means a larger selection of products as well as comparisons regarding price, availability and additional services. The local order processing also ensures the fastest possible shipping.

Freudenberg is the operator of the online marketplace in the background. Only selected, trustworthy merchants are facing the customers on the platform.

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Step by step to success in the digital business

The range of products in 2018 for UK is limited to seals of the Freudenberg and Dichtomatik brands, but already includes more than 40,000 items – from O-rings to pneumatic seals and rod seals. However, Freudenberg will expand rapidly in terms of entering other regions and extending its product and service offering.

A big advantage of the integration of trading partners is the possible integration of their broad product portfolio, because the success of industrial dealers is mainly due to their enormous range, flexibility and speed. In the future, ISS will exploit this potential to create the first "B2B One-Stop-Shop" for seals and related industrial components. Everything on one platform – and guaranteed by certified, trustworthy trading partners.

With just one click to the high-quality seal and more

Several tens of thousands of Freudenberg and Dichtomatik products are already available on the platform. Premium Freudenberg seals are always used when highly demanding applications exist. Dichtomatik's industry-standard seals include tested merchandise for applications which are not safety-critical. This way, all requirements can be covered.

The online platform makes it possible to get to the desired product with just a few clicks. Payment is easily made by credit card or invoice.

The aim is to digitize and streamline the industrial business to meet the evolving customer needs in the future.

More information is available at uk.iss.fst.com.



Caption: Screenshots of the Industrial Supply and Services online platform from Freudenberg Sealing Technologies.

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Caption: The Freudenberg Simmering, just one of the thousands of products available on the new Industrial Supply and Services online platform.

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About Freudenberg Sealing Technologies

Freudenberg Sealing Technologies is a longstanding technology expert and market leader in sealing technology and electric mobility solutions worldwide. With its unique materials and technology expertise, the company is a proven supplier for demanding products and applications, as well as a development and service partner to customers in the automotive industries and in general industries. In 2017, Freudenberg Sealing Technologies generated sales of about €2.3 billion and employed approximately 15,000 people. More information at www.fst.com.

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