



Best choice.

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A partnership that generates innovations

The strategic partnership with IPG Photonics is strengthening Bystronic's innovative capacity: Together, these two technology pioneers are developing the next generation of fiber lasers. In addition, Bystronic benefits from attractive procurement terms and can set itself apart by offering exclusive customer services.

Laser cutting machines are Bystronic's most important sales pillar. For more than 30 years, the heart of these systems, the laser source, was developed in-house – initially for CO₂ technology and since 2005 for fiber lasers. Three years ago, Bystronic discontinued the in-house development of fiber laser sources. "This decision was the correct one, because the further development of powerful laser sources requires know-how that was not available internally," says Christoph Rüttimann, Chief Technology Officer and a member of the Bystronic Management Committee. "For example, achieving optimum harmonization of the laser source with the machine and the cutting process remains a challenge," the CTO explains. For this reason Bystronic needs not simply a supplier, but far more a strategic partner.

Bystronic procures its laser sources from the market leader IPG Photonics, a pioneer in this highly competitive market. Founded in 1991 by physicist Valentin Gapontsev, a top inventor and pioneer in the field of high power fiber lasers, by 2019, the Nasdaq-listed company that is headquartered in Oxford, Massachusetts, had grown into a multinational corporation with revenue of over 1.3 billion US dollars. It serves a wide range of markets including automotive, aerospace, medical, research, consumer electronics, semiconductors and communications.

Innovative features, excellent service

Bystronic is one of IPG's most important customers in the field of materials processing. What started as a simple supplier-customer relationship has evolved into a strategic partnership: In 2018, the two companies initiated joint development projects within the framework of a collaboration agreement. "This offers us the opportunity to adapt the laser sources to our specific needs and to develop innovative features for our customers," says Christoph Rüttimann.

One such collaboration includes for example, Bystronic technicians being qualified to replace defective transport fibers at the laser source or to exchange laser modules. "We can thus set ourselves apart by offering comprehensive services from a single source. Our customers appreciate having a single point of contact for all their concerns," Christoph Rüttimann emphasizes.

Leader in the race for higher output

The output of fiber laser cutting machines has increased rapidly over the past few years. Two years ago Bystronic launched a 12-kilowatt system on the market, and this October with 15 kilowatts, the next power level will be launched. Christoph Rüttimann is convinced that the race for power will continue. And Bystronic is at the forefront – also thanks to its partnership with IPG.

Pioneering work for the smart factory

For Bystronic's customers, the performance increases achieved over the past few years have translated into higher productivity and above all greater flexibility. This tangible customer benefit can be enhanced even further thanks to innovative features. The exchange of ideas and know-how with IPG is fertile ground that generates valuable ideas to drive forward the development of the systems.

Strong partnership for a dynamic and evolving market

The joint innovations show that with IPG, Bystronic has found an ideal partner to drive development of next generation fiber laser solutions. Christoph Rüttimann observes: Within a rapidly evolving market, our partnership provides technology leadership, delivering leading-edge productivity and superior cost of ownership to our customers, and strengthening the future prospects of Bystronic."

For photographic material, please consult the Media Center on the Bystronic homepage: <https://www.bystronic.com/com-en/press/index.php>

About Bystronic

Bystronic is a leading global provider of high-quality solutions for the sheet metal processing business. The focus lies on the automation of the complete material and data flow of the cutting and bending process chain. Bystronic's portfolio includes laser cutting systems, press brakes, and associated automation and software solutions. Comprehensive services round off the portfolio.

The company headquarters are located in Niederönz (Switzerland). Additional development and production locations are located in Switzerland (Sulgen), Germany (Gotha), Italy (Cazzago San Martino and San Giuliano Milanese) and China (Tianjin and Shenzhen). Bystronic is actively represented by its sales and service subsidiaries in more than 30 countries and has agents in numerous other countries. As a reliable partner, Bystronic stands for high-performance innovations, local expertise, and service excellence. Since 1994 Bystronic has been a part of the Swiss industrial holding company Conzeta.

Bystronic Corporate Communications

Jean-Pierre Neuhaus
Head of Corporate Communications
Industriestrasse 21
CH-3362 Niederönz

Telephone	+41 62 956 35 77
Mobile	+41 79 206 09 74
Fax	+41 62 956 37 30
E-mail	jean-pierre.neuhaus@bystronic.com
Internet	www.bystronic.com