# MACHINE TOOL COMPARISON CHECKLIST

## Moore Machine Tools vs. Our Competition

*Choosing Your Next Machine: Use this checklist to ensure your next machine investment is truly optimized for your shop.*

## SECTION 1: INITIAL ASSESSMENT & COST

### Is the machine "Right-Sized" for my actual needs?

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| Am I forced to buy excess tonnage/capacity or settle for less features because of fixed models? | ☐ Am I getting the exact tonnage, bed length, throat depth, and features required for my parts, optimized for my current and future workflow? |

### Am I paying a "Brand Tax"?

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| Is a significant portion of the cost for brand recognition and corporate overhead, not direct performance value? | ☐ Am I getting premium performance and features at a competitive price, focusing on ROI rather than brand alone? |

### What is the true total cost of ownership (TCO)?

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| Does it include expensive proprietary tooling, mandatory branded software licenses, and rigid service contracts? | ☐ Does it allow for universal tooling, open-architecture software, and flexible, localized service options? |

## SECTION 2: SOFTWARE & INTEGRATION

### Does the machine's software integrate with my existing systems?

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| Is the software proprietary, requiring me to purchase new CAD/CAM or programming solutions to match this specific machine? | ☐ Does the machine use open-architecture controls (e.g., Delem, ESA) that are compatible with my current shop software? |

### Is offline programming straightforward?

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| Will my programmers need specialized training unique to this single brand's software? | ☐ Can my team leverage existing skills, and is the software intuitive for seamless integration of fiber laser cutting data into press brake programs? |

### Can the machine "talk" to other machines on my floor?

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| Is it designed to be an isolated unit, making full Industry 4.0 connectivity difficult? | ☐ Is it chosen for its ability to communicate and integrate with a diverse range of press brakes, fiber lasers, and plate rolls? |

## SECTION 3: TOOLING & FLEXIBILITY

### Am I locked into specific tooling?

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| Does the machine require proprietary punches, dies, or plate roll attachments that can only be sourced from our competition at inflated prices? | ☐ Does the machine accept universal or standard precision tooling, allowing me to leverage existing inventory and choose suppliers freely? |

### How agile is my shop with this machine?

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| Will adapting to new jobs or materials require expensive, brand-specific accessories or software updates? | ☐ Does the machine offer the flexibility to easily switch between diverse applications, from complex press brake forms to precise fiber laser cuts, without proprietary roadblocks? |

## SECTION 4: SERVICE & SUPPORT

### Who services my entire production line?

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| Will a technician only service their specific brand, requiring me to call multiple providers for a multi-brand shop? | ☐ Does Moore Machine Tools offer cross trained technicians who understand and can service multiple brands across the shop floor? |

### What is the expected response time for service?

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| Is service dependent on international schedules or corporate queues, potentially leading to prolonged downtime? | ☐ Is rapid response service a core part of our offering, minimizing costly downtime? |

## Is my machine partner invested in my shop's overall success?

OUR COMPETITION

Am I just a serial number in their system?

MOORE MACHINE TOOLS

- [ ] Do I have a dedicated partner who understands my unique production challenges and provides ongoing support beyond the sale?

### Decision Point

If you checked "Moore Machine Tools" more often, you're on the path to **optimized performance** and **maximum ROI**.