



Activities

European Technical Service

*"Network of **Technical experts**, knowledgeable of Scapa's **global tapes solutions** (EU, NA, Asia) and the **markets** we choose to serve, offering **technical support** to our sales force and our customers, acting with **passion, pace and accuracy**, with the aim to **create value** for Scapa and its markets".*

technicalservice@scapa.com

	TOOLS
We recommend the best existing product for any given application.	Team E-Mail address technicalservice@scapa.com Personal Contact TS Contact Sheet - Intranet/home
We perform tests against specifications for selecting or approving an existing product.	Technical Service Enquiry Intranet/Applications/Technical Service Enquiry/New System
We analyse competitor products and compare them with our existing products and maintain competitor data base.	
We aim at increasing knowledge on performance of our products in their targeted applications.	
We support all Scapa products in the regional area that has been allocated to us and in parallel we support a main product range on a global scale .	
We visit customers with sales team to increase application knowledge of our products advise "best practice", increase the image of Scapa as technical tapes provider.	
We support our sales team to protect existing businesses and to convert opportunities into new businesses.	
We manage customer approvals and independent certification for existing products (for automotive PPAP, we only manage the testing part).	
We provide the technical content of Technical Data Sheets (TDS) for existing products.	
We issue, when necessary, Safety Data Sheets (SDS) for our products.	
We manage customer or market data bases such as IMDS and EU directives for existing products.	
We support product managers/sales team in internal/external training on our products, applications and markets.	