



R&D DEEP DIVE

Translating insights
into experiences



INTRODUCTION

“You can’t solve a problem on the same level that it was created. You have to rise above it to the next level.” – **Albert Einstein**

Leading the way in innovation – a reality we at Fast & Fluid Management Asia built through customer centricity and continuous strive for improvement. For over three decades, we pioneered award-winning designs that ensure the best user experience and remain trusted global tinting partners.

We design, build and support a range of paint dispensers, mixers, shakers, and software through co-creation with our customers. This allows us to gain a deeper understanding of unique challenges in local markets and create seamless future-proof solutions.

INSIGHTS AND INNOVATION AT FFM

Our culture fosters ambition, sharing of knowledge and ideas, and the desire to learn from all stakeholders – including partners, customers, and suppliers. This has proven instrumental in creating a collaborative ecosystem for our R&D team to leverage valuable insights – tailoring our offerings to solve specific tinting problems.

We proactively interact with our customers and channel partners and organize conclaves to get up close and personal to understand their unique needs. It encouraged us to launch line extensions of some of our best products.

Our X-series range was developed to accommodate tinting needs of our diverse customers and their unique business challenges. The first major products X-SMART and X-PROTINT proved to be a great success.



What are the key performance differentiators?

- Patented piston pump technology
- Low power consumption
- Low maintenance
- Simplicity and operator-friendly
- Future-ready with mobile tinting
- Small footprint

POWERED BY PERSEVERANCE

Despite the pandemic and subsequent lockdown restrictions, we custom-designed **X-SMART XL** – built and approved within an unprecedented record eight months. Our collective team effort resulted in its launch in the third week of September 2020.

Since then, we have received recurring orders – making it one of FFM Asia’s most successful dispensers. It achieved widespread acclaim and appreciation from a leading industry giant – who was amongst the first to place an order citing how **X-SMART XL** effectively resolved their troubles in real-time.

Available in your choice of decorative and solvent canister configuration with up to 32 canisters, its compact size can fit into any small or mid-level outlet. The innovative modular design makes the X-SMART XL easy and cost-effective to maintain.



2x faster

High speed and accurate performance with proven piston pump technology



Flexibility

Freedom to choose preferred decorative and solvent canister configuration



Easy logistics

Small enough to fit into any outlet, it is easy to assemble and minimizes transport costs



Branding opportunities

Can be customized for maximum brand exposure

THE RIGHT FIT SOLUTION

Our market research and inputs from customers exposed the lack of dispensers made specifically for low tinting volumes. We quickly fulfilled this gap by introducing **X-SMART M** – a compact solution engineered for paint shops in rural markets.

Built with our patented piston pump technology and identical features to X-SMART, it delivers seamless color performance. Its tubeless design reduces wastage, making it a cost-effective, cutting-edge dispenser with low maintenance and operational simplicity for reduced capacity.



Low tinting volumes

16 PP/POM canisters in 1.5 l size are ideal for businesses with low turnover



Easy installation

Compact design allows hassle-free assembly in minutes



Branding opportunities

Can be customized for maximum brand exposure

DETAILS MAKE A DIFFERENCE

Working closely with customers revealed how small changes can have a big impact on productivity and efficiency. **Blendorama Series III** was created to ensure enhanced space optimization. This tabletop dispenser can even be placed on a mixer for a low footprint.

Blendorama Series III is packed with the goodness of our proven X-SMART design. It offers internet connectivity and software integration for high throughput, peak performance, and reduced total cost of ownership.



Low footprint

Compact and lightweight tabletop machine that can be placed even on a mixer



Optimum capacity

Canister size ideal for daily tinting volumes and sustainable business expansion



Branding opportunities

Can be customized for maximum brand exposure

ENABLING GROWTH THROUGH RESILIENCE

Irrespective of tinting volumes, businesses are keen on investing in lean and sturdy solutions. Our team developed X-SMART PRO – an automatic sequential dispenser with a 16-canister configuration that is compatible with universal and water-based colorants.

Its small footprint makes it an ideal fit for POS such as hardware shops, paint stores, or showrooms.



Ready-to-use

No assembly is required, set to start right out of packaging



Small footprint

Limited space required for machines and accessories

STAYING AHEAD OF THE CURVE

Color selection is critical to customer satisfaction as market preferences are rapidly changing. However, standard 16-canister dispensers are not cut to offer a wide spectrum of colors. We enabled organizations to expand their color portfolio with **X-PROTINT XL**.

It comes with a maximum of 32 canisters built for peak performance. This simple yet powerful machine is compatible with universal, solvent, and water-based colorants.



Ready-to-use

No assembly is required. Unpack and press it into use straightaway



Compact size

Minimizes transport costs and can fit into any small or mid-level size outlet



Safety features

Turntable slows down when someone opens the door at the front while the machine is dispensing

CREATING VALUE FOR MONEY

Our team at FFM Asia was quick to realize our customer's need for a leaner and sturdy shaker – for reduced maintenance costs and enhanced durability. We decided to create **SK300 PRO** shaker with similar features to that of our existing SK300 shaker.

The metal enclosure and ergonomic design optimize space efficiency while delivering impeccable performance. This entry-level shaker with a 35 Kg capacity is ideal for all points of sales with a low to medium volume paint turnover.



High performance

Robust chassis and running gear guarantee optimal shaking for up to 20-liter cans at a high speed of 680 shakes per minute



Easy mixing adjustments

3 pre-set timers with a simple control panel for easy adjustment of mixing times



Easy maintenance

Removable panels and adjustable auto clamping provide hassle-free maintenance



Multi-can shaking

Flexibility to scale at demand with multi-can shaking capabilities



Automatic clamping

Differential and adjustable auto clamping



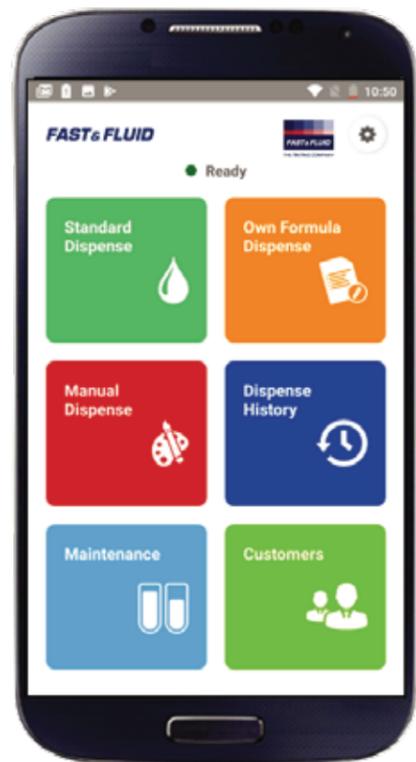
Rich in aesthetics

Aesthetically rich and complements our dispensers

FUTURE-READY INTERNET OF TINTING

The paint tinting industry is embracing digital transformation for smart decisioning and scalability to meet rapidly evolving customer needs.

However, complicated software installation and configuration, and expensive hardware investment have hindered the smooth adoption of mobile tinting. In response, our team developed **PrismaRT** – a cloud-based and wireless mobile tinting application. It is easy to use and compatible with X-series dispensers.



Low TCO

No need for PC and accessories
– no licenses required



Android support

Supports all android phones with
version 6 or above



Time-saving

Easy plug and play installation, technicians
can focus on preventive maintenance



Double benefit

Twin apps are designed for different purposes.
PrismaRT serves as a mobile formula book
app for POS/machine operators. PrismaRT
service helps technicians to update IDD
configuration and UIDD

CREATING IMPACT ACROSS THE VALUE CHAIN

The future of tinting is connected and sustainable. Businesses require sub-optimized operations with opportunities for higher revenue velocity and productivity. However, the lack of a unified solution impacts the entire value chain.

What are the main challenges?



Initiation

Complex Setup - Laborious machine/PC
configuration and installation



Operation

Limited housekeeping support and laborious
troubleshooting along with a non-intuitive user experience



Management

Fragmented business insights and manual process
hinders customer service

It will empower our customers to drive the tinting business to new levels of operational and commercial performance by bringing in state-of-the-art tinting equipment and advanced digital applications into one unified solution.

Our upcoming next-gen tinting ecosystem offers flexibility to streamline workflows and scale at demand with ease. We are diligently working towards making it accessible for our customers at the earliest.

CONCLUSION

We at FFM Asia are grateful for the resilience and commitment of our team to pursue and deliver excellence with customer-centricity. The unwavering support from our channel partners has been instrumental in solidifying our presence and thought leadership across the continent.

Together, we look forward to co-create future-ready tinting solutions – driven by insights, innovation with purpose, and superior customer service. Visit our website to learn more.

