MSE Filterpressen®
Filtration.Solution.Quality.

WHITE PAPER



PARTNER PROGRAM

Become an MSE partner

Partner models, who handles what, and how it starts. For sales agents, distributors, EPCs and plant builders.

Your market.
Our filtration technology.

You know your market, your customers and their processes. We bring something rare in the filter press business: a manufacturer that treats every project as a filtration problem to solve, not a machine to sell.

More than 45 years in the field, designed and built in Remchingen, Germany, running in over 30 countries.

> **Together we open new markets: as a sales agent, as a distributor with your own service team, or as an EPC or plant builder integrating MSE technology into your projects.**

MSE WORLDWIDE

A strong foundation for your sales

More than 3,000 projects in specialty chemicals, battery technology and hydrometallurgy, mining, environmental engineering and food: with MSE references behind you, you talk to major corporations as an equal.

45	3,000+	30+	50 – 80
YEARS OF EXPERIENCE	PROJECTS WORLDWIDE	COUNTRIES IN OPERATION	FILTER PRESSES PER YEAR

PARTNER MODELS

Three ways to grow with MSE

01

Sales agent

You represent MSE in your territory, open doors with decision-makers and accompany projects from first meeting to order. Quotation, sizing and delivery come from Remchingen; the commission for every order from your territory goes to you.

02

Distributor

You sell MSE filter presses and genuine spare parts in your own name and look after the installed base locally, backed by our training, documentation and technical support. We build up service and spare parts supply together.

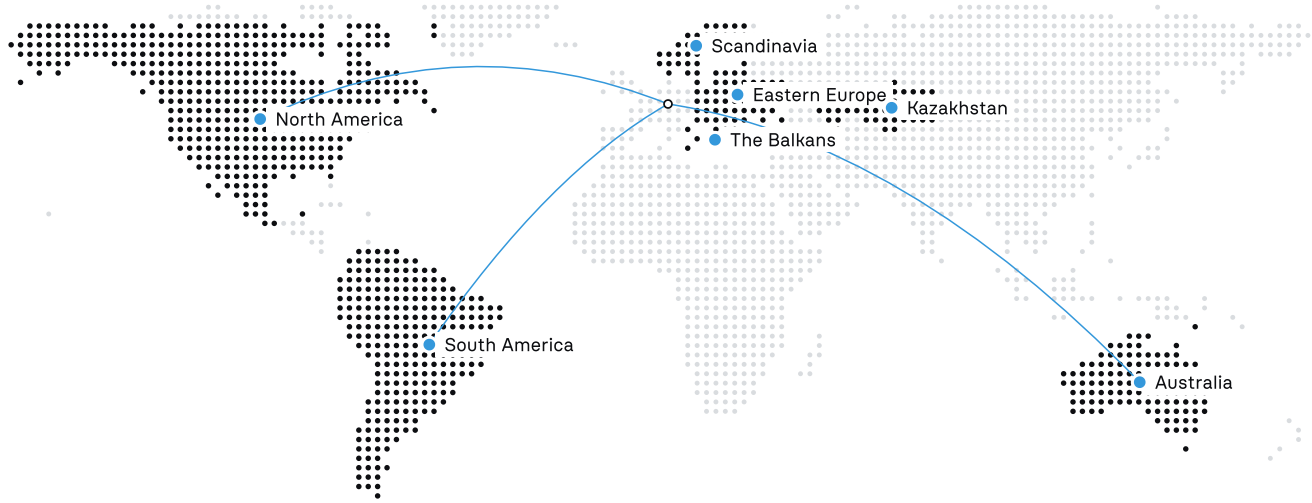
03

EPC & plant builder

You design and build process plants and need a filter press partner that delivers sizing, lab tests, 3D data and interfaces, on schedule and fully documented. We fit into your project, not the other way around.

TARGET REGIONS

Where we are currently looking for partners



North America: USA, Canada, Mexico etc. · South America: Brazil, Chile, Peru, Argentina etc. · Eastern Europe: Poland, Bulgaria etc.
Source: MSE Filterpressen GmbH. As of November 2026.

Who leads in each phase

Typical split, individual arrangements possible.

SALES AGENT

You open the door. We deliver technology and contract.

01 MARKET	02 NEEDS	03 TRIALS	04 QUOTE	05 ORDER	06 DELIVERY	07 SERVICE
You	You	MSE	MSE	MSE	MSE	MSE
Approach customers, open doors	Capture the requirement	Trials and sizing	Prepare the quotation	Contract with the customer, commission to you	Delivery, installation, commissioning	Service and spare parts

DISTRIBUTOR

You hold the contract. We have your back.

01 MARKET	02 NEEDS	03 TRIALS	04 QUOTE	05 ORDER	06 DELIVERY	07 SERVICE
You	You	MSE	You	You	MSE	You
Approach customers	Capture the requirement	Trials and sizing	Your quote to the customer	Contract with the customer	Commissioning and training	On-site service

EPC & PLANT BUILDER

Your project, your contract. We deliver the filtration stage.

01 MARKET	02 NEEDS	03 TRIALS	04 QUOTE	05 ORDER	06 DELIVERY	07 SERVICE
You	You	MSE	You	You	You	MSE
Your project, your customer	Process data, specification	Trials, sizing, 3D data	Overall proposal	Contract with the operator	Complete plant	Service for the operator

Source: MSE Filterpressen GmbH, partner models. As of November 2026.

What you get with MSE behind you

Innovate.

Engineering before the quote.

Pilot trials in Remchingen, sizing by our engineers, then the machine. That's how you win the projects where off-the-shelf offers fall short.

Strong in product filtration.

Where the cake or the filtrate is the product, MSE is at its best: fully enclosed, gas-tight systems, stainless steel, ATEX and FDA.

Solve.

Designed and built in Remchingen.

Our own design office, our own production, plate sizes 470 to 2500 mm, pressures up to 30 bar. Custom solutions are our normal day.

Big enough for corporate projects, agile enough for special requests.

Family-owned: decisions are made across the table, not in committees.

Accelerate.

Technology your customers want to hear about.

MSE2FAST cuts cycle times by up to 50 percent, AI:PureLogic runs the process, CellTRON® contains critical media.

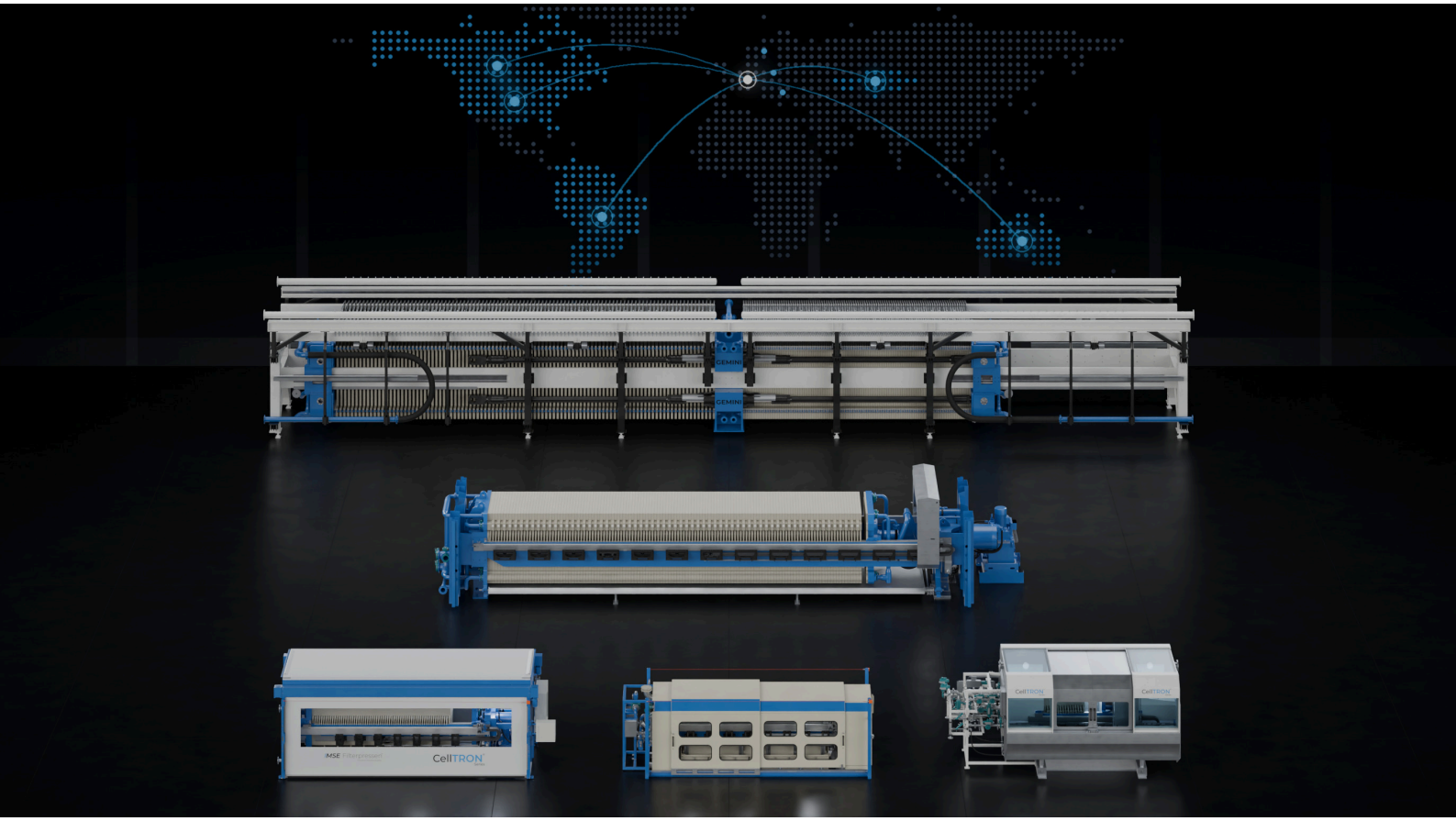
A name your customers know.

More than 3,000 projects in over 30 countries: you don't have to explain MSE, just introduce us.

> **Process know-how, sizing and technical execution from one source: that is what makes you strong in product filtration, right up to fully enclosed systems, ATEX and FDA.**

Understand first. Then build.

It starts with your customer's filtration problem, not with a machine. We work it out in pilot trials in Remchingen and in sizing by our engineers. Only then do we build the press: with our own design office and our own production, in plate sizes from 470 to 2500 mm, for pressures up to 30 bar. Custom solutions are our normal day.



From back to front: GEMINI, fully automated filter press, CellTRON® Light, Advanced and Xtreme.

INDUSTRIES

- Chemical & Pharmaceutical Industry
- Battery Production & Recycling
- Mining, Minerals & Metallurgy
- Environmental & Wastewater Treatment
- Food & Beverage Industry

WHAT WE EXPECT FROM YOU

Partners who know their market

A partnership works when both sides invest. That is why we look less at size and more at market access, technical understanding and commitment.

- → Experience in technical sales of process, environmental or plant engineering.
- → Access to decision-makers in chemicals, mining, battery and recycling, environment or food.
- → An understanding of solid-liquid separation, or the willingness to learn it with us.
- → For distributors: the willingness to build up service and spare parts supply together with us.
- → Commitment: one dedicated contact, regular alignment, joint annual planning.

HOW IT STARTS

Four steps to partnership

01

First meeting

30 minutes online: your market, your customers, our technology. No obligation.

02

Territory

We agree on your exclusive territory, your role and the terms, and put them in writing.

03

Training

As needed: product and application training in Remchingen or online, scoped to what you need. EPC partners start right away with their project.

04

Launch

Sales kit, access to documentation, one dedicated contact. From now on, inquiries from your territory come to you.

NEXT STEP

Innovate. Solve. Accelerate. Ready when you are.

Let’s talk about your market: a first meeting, 30 minutes, no obligation.

ARRANGE A FIRST MEETING

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