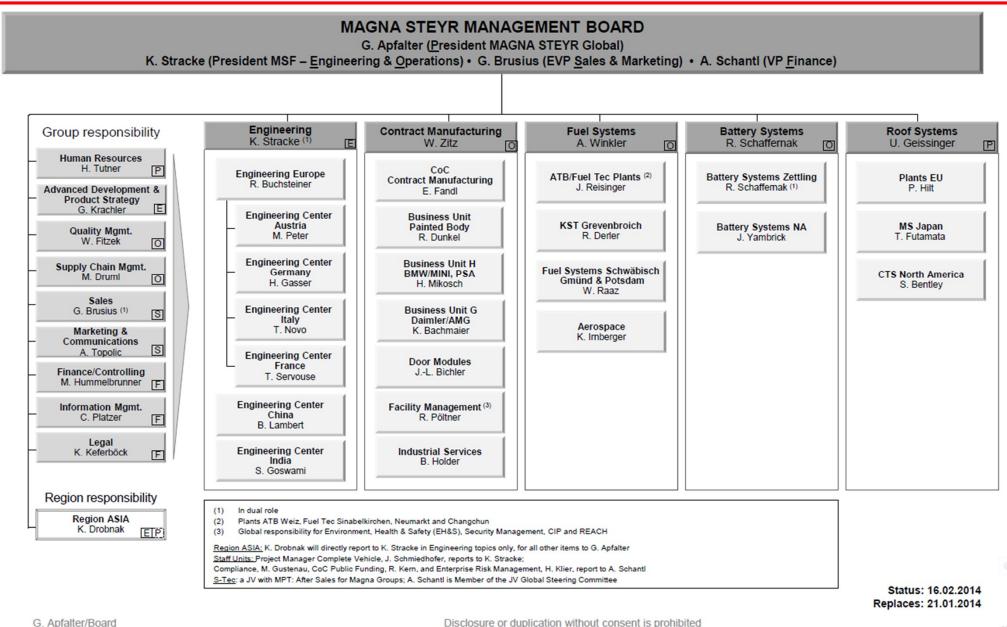


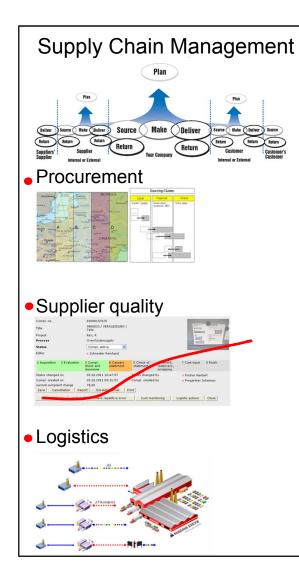
Introduction of Magna Steyr SCM

MAGNA STEYR Organization









Cost-effective along the whole supplychain

- Total Cost of Ownership approach (TCO)
- Integration of suppliers through Supplier Collaboration approach
- Supplier Relationship Management
- Synergies by MAGNA-internal co-operations (MLE/MEPI)

Sourcing within a global procurement network

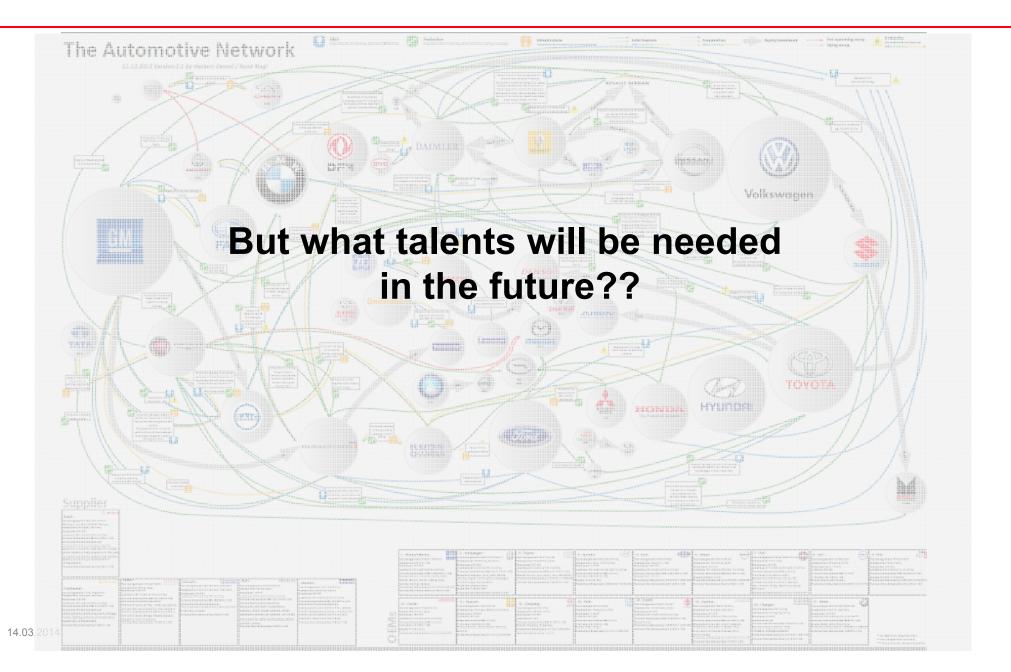
- Purchase of systems, modules, parts and services
- Globale sourcing activities and supplier management
- From concept evaluation to serial production

Responsibility for the quality of sub-supplier parts from the first idea to spare-parts

- Support in product- and process development
- Approval of processes, PPAP and claim-management

Use of global networks, but acting local

- Standardised delivery concepts
- Make-or-Buy decisions of Logistics Services
- Dynamic transportation management





..... Then better be prepared for future launches in Brasil and Vietnam – probably at the same time



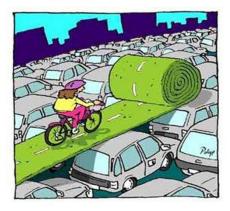
..... then better catch a LEAN and AGILE expert soon – preferrable from Japan





..... then better think about new business-models – which contain high risks and low opportunities

The Greene One?



..... Then better be prepared for questions from your customers how YOU will reduce CO2 – pure truck utilization will not be significant enough

The Expanding One ?

..... Then better expand also your VISA for the BRIC countries - and some other countries more





The Data Freak?

 \ldots then better move to the "Cloud" – some people are already on the way back

The Improver in Infrastructure?



..... You will be busy – not only in Europe



The Optimistic?

...... Then stay with Automotive – you'll see why ... on the next page

Good outlooks for **AutoLogistics**

In **China** werden mehr höherwertige Fahrzeuge nachgefragt. In **Nordamerika** profitieren Dienstleister von neuen Werken ausländischer Hersteller.

e Automobilbranche rund um Deutlich schlechter schätzen die und Montagewerken sowie Fertigtumsraten bei Logistikleistungen in frage nach neuen Autos aufgrund berücksichtigt. China sowie in Nord- und Südameri- der Wirtschaftskrise eher stagniert,

den Globus bietet ein gespal- Experten die Geschäftsaussichten in fahrzeugtransporte ab den Werken tenes Bild mit hohen Wachs- Europa und Japan ein, wo die Nach- zu den Häfen, Depots und Händlern



Aussichten für genauso wie die Fertigungskapazitä-⁴ Japan. So ten. In Zentraleuropa können Logismgs- tikdienstleister laut TI in den nächs- Fertigung in wichtigen Absatzmär

Im wichtigsten Wachstumsmarkt China profitierten derzeit vor allem internationale Logistikdienstleister vom Trend zu höherwertigen, komplexeren Leistungen: Auch wenn die Produktion gemessen in Stückzahlen an ihren Grenzen stoße, sorge die Reorganisation in den Lieferketten für steigenden Bedarf bei Transport, Umschlag und Lagerung. Dabei hätten lokale chinesische Spediteure und Logistiker im Wettbewerb eher das Nachsehen.

Im wichtigen nordamerikanis-Markt profitieren Logistike" ter vom Aufbau neuer V ausländische Autoherste. für offenbar den Anteil de importe reduzieren. "Dari tiert ein gesundes Marktu die Automotivelogistik", la Einschätzung von TL In Sür werde die Nachfrage vor alle. Brasilien angekurbelt, wo die mobilfertigung der wirtschaft. Stagnation trotze. Auch hier trk. die Autohersteller die Erweiter der lokalen Produktion voran, um portzölle auf Fertigfahrzeuge zu ui gehen. "Die Erwartungen sind, da. das starke Wachstum mittelfristig ar hält", schreiben die Experten von TI. Trotz der zunehmenden lokale -wei Jahren noch mit einem ten nimmt aber auch der Fertigf: stum im Automotivebe- zeugtransport über See weiteis 4 Prozent rechnen, in Laut TI verzeichneten die fünf ingegen nur mit O bis ten Auto-Carrier-Reedereie-"an sagen die Markt- Mitsui OSK, K Line, Euk--ofung lenius Wilhelmsen

Quelle: LogKompass 1/2.2013



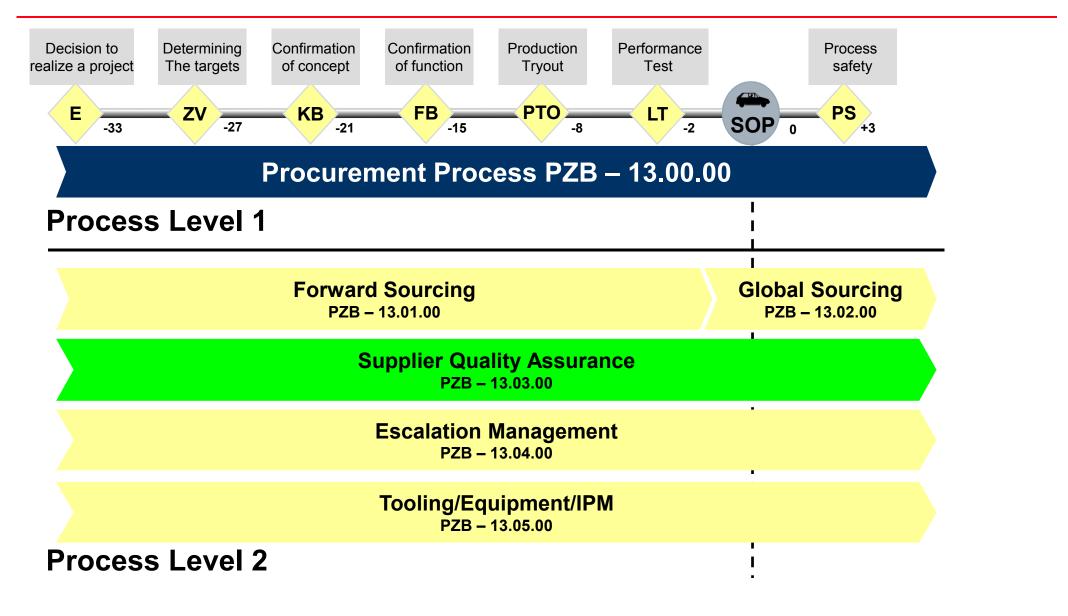


Supplier Quality Assurance & Development, SQA & D

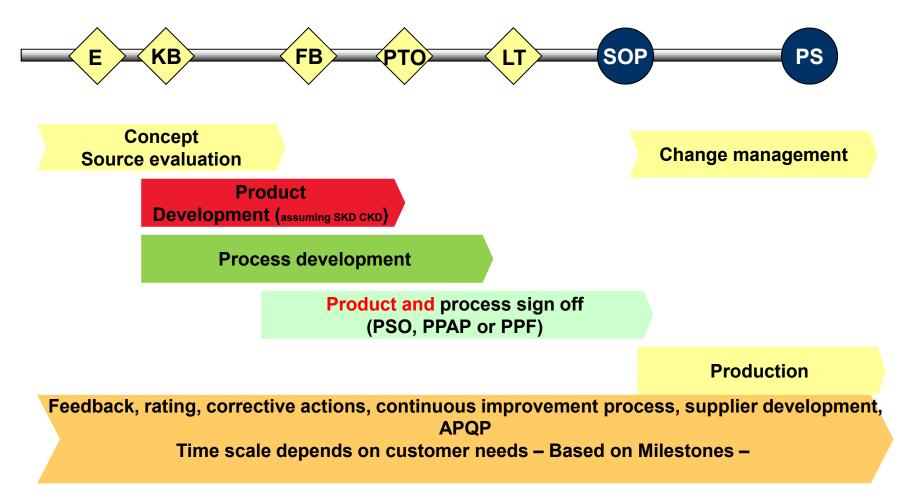


- SQA within Purchasing Process Map
- SQA main responsibilities & tasks
- Organizational structure
- Basic SQA process
- Supporting Tools QPF, PPF
- QPF functions
- PPF functions

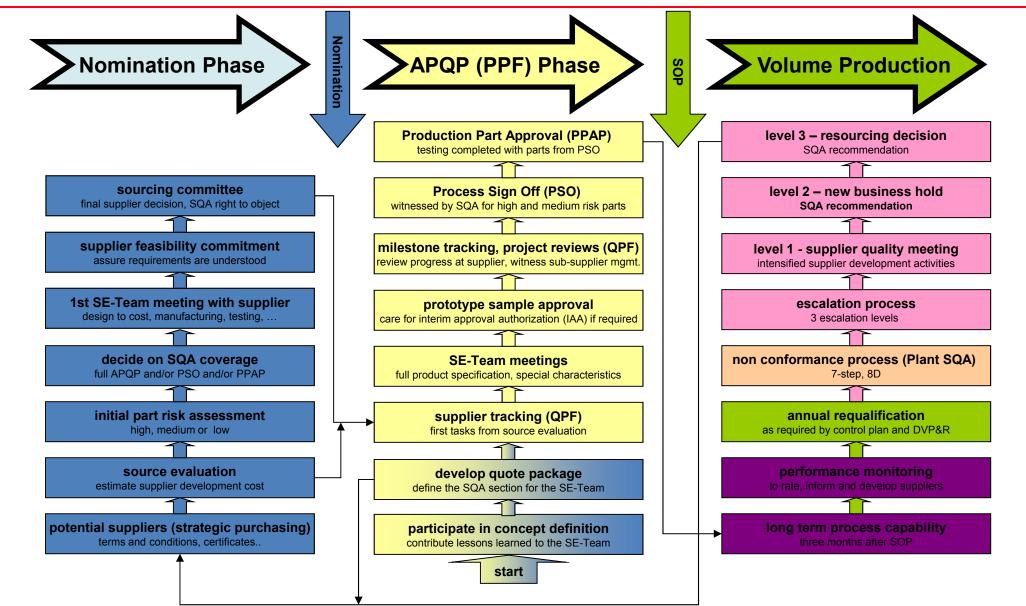
SQA within the Purchasing Process Map



Supplier Quality Assurance (SQA)

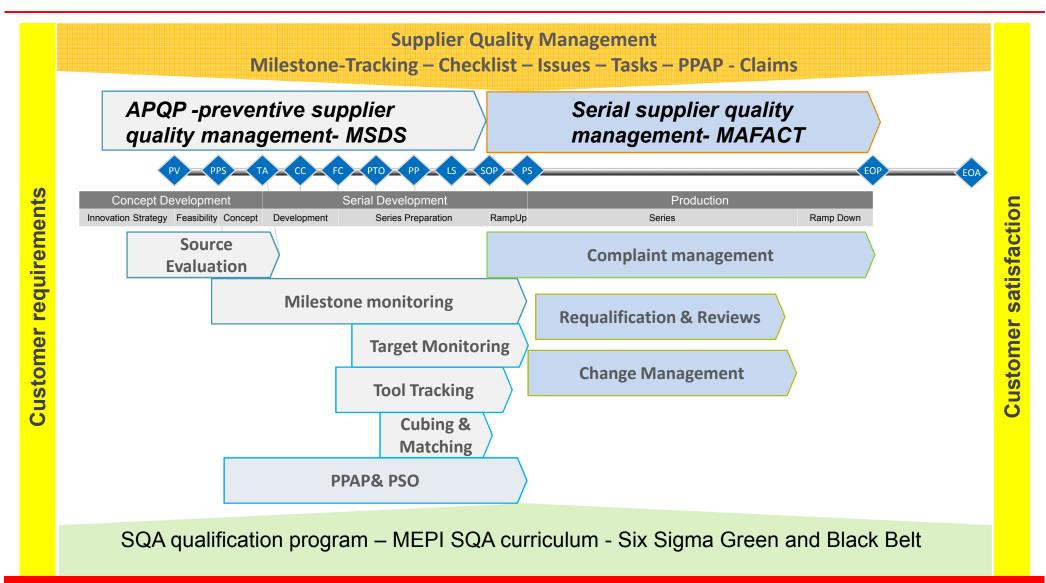


SQA Process Map



Supplier Quality Assurance along the Product Life Cycle

MAGNA STEYR



World Class Tools, Systems and Trainings have been developed and will be rolled out

14.03.2014 AKJ



- Responsibility for quality of purchased parts
 - From the very first idea
 - Up to the last spare part
- Member of the Simultaneous Engineering Team
- "Owner" of supplier's manufacturing locations
- Product and process approval

From the start of a project until the product is defined via approved drawings and performance standards, <u>the</u> essential interface between MAGNA STEYR Fahrzeugtechnik and the supplier

- Support the sourcing decisions
- Support a complete description of requirements in the product spec.
- Ensure the full utilization of the supplier's experience in the SE-Team
- Initiate corrective actions in the team in case of identified risks or deviations



From the approval of the drawings and performance standards until the last (spare) part is produced at the supplier

- Support and monitor suppliers
- Organize regular and structured team meetings to identify potential deviations and initiate preventive corrective actions
- Confirm the fulfillment of all requirements via
 - Process sign off (PSO)
 - Production Part Approval Process (PPAP)
- Initiate corrective actions at the supplier and/or change the requirements in the specification

Note: Valid for new product as well as for product changes

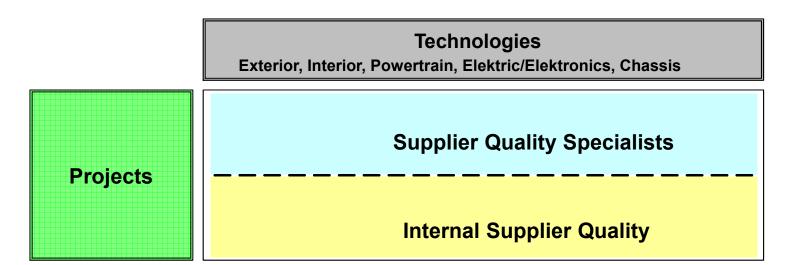


• SQA specialist

- For new projects
- Technology expert
- Support to internal SQA

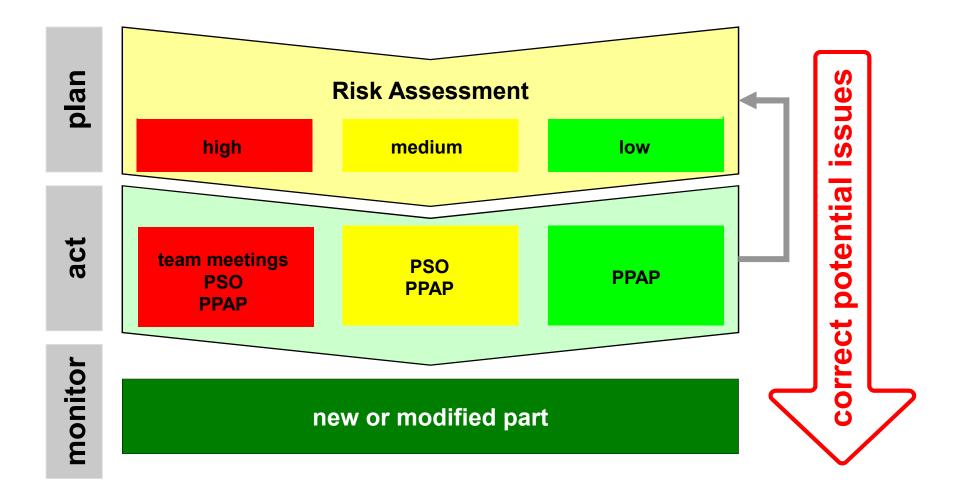
Internal SQA

- Serial vehicle assembly process
- Non conformance process
- Rapid reaction force



Basic SQA Process







Risk assessment Rating depending on

- Supplier rating and/or Source Evaluation results
- Complexity of part/product
- Complexity of module
- Time line

	Rating
Red	Either critical supplier, complex part or module or critical timing
Yellow	Medium rated supplier, complexity of part or module medium and no critical timing
Green	No critical supplier and simple part or module and no critical timing

<u>QPF – Quality Platform</u>

Internet based software for preventive quality assurance (APQP) with flexible structures to adapt to customer requirements and customer systems (TS 16949, VDA, QS9000, ...).

Includes online 7-Step reporting for the tracking of complaint reports with the supplier.

 PPFrei a Modul of QPF – internet based Process and Product Approval System

Database to plan and document the product- and process approvals with programmable interface to customer systems (exchange of part approval level from/to the customer)



Internet based, easy access for all team members

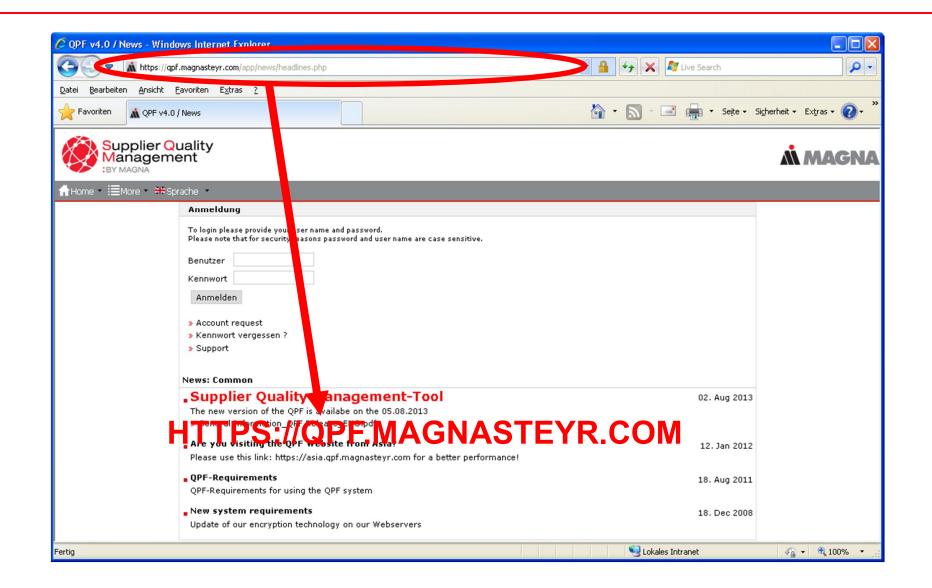
- Tracking of the complete APQP-content, tracking of milestonerequirements
- Standard format for checklists (for tool tracking, feasibility commitment, ...)
- Attachments are easy to create
- Open issue tracking (can be used for teleconferencing)
- Real-time updates by every participant possible
- When changing an item, history will be saved
- Automatic e-mail warning when due date has passed
- Online 7-step corrective action report
- •... Real-time supplier rating under construction

- Participation in the SE-team to define a clear interface to the supplier
 - Monitoring of the supplier's project management with the main emphasis on *"achievement of all quality targets with capable* processes"
 - Confirmation that the defined quality targets are met by conducting Process Sign Off's and PPAP's
 - Monitoring of the supplier's performance and implementation of corrective actions if required

Supported by the QPF

QPF – Startpage





Milestone Monitoring on QPF



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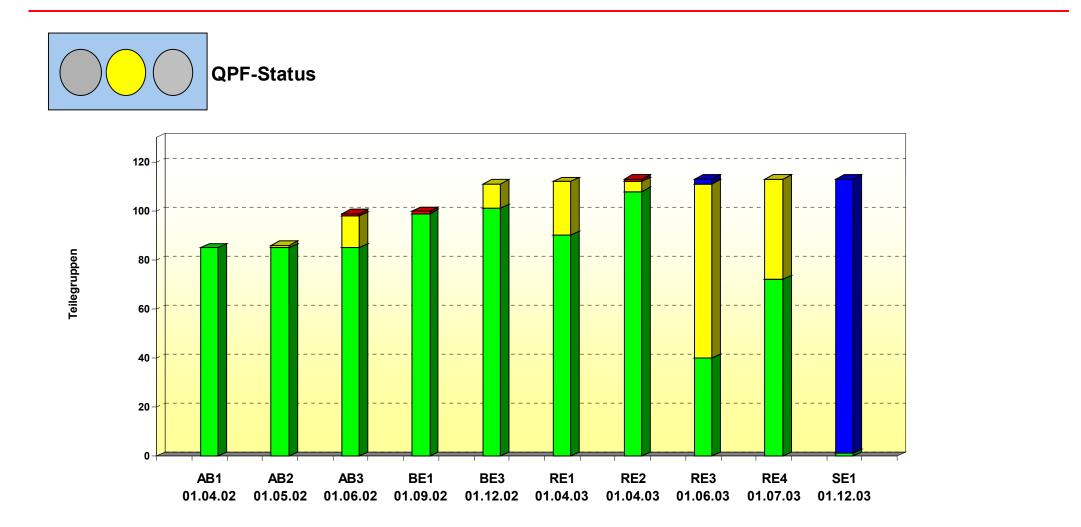
A Vehicle Project Milestone Overview

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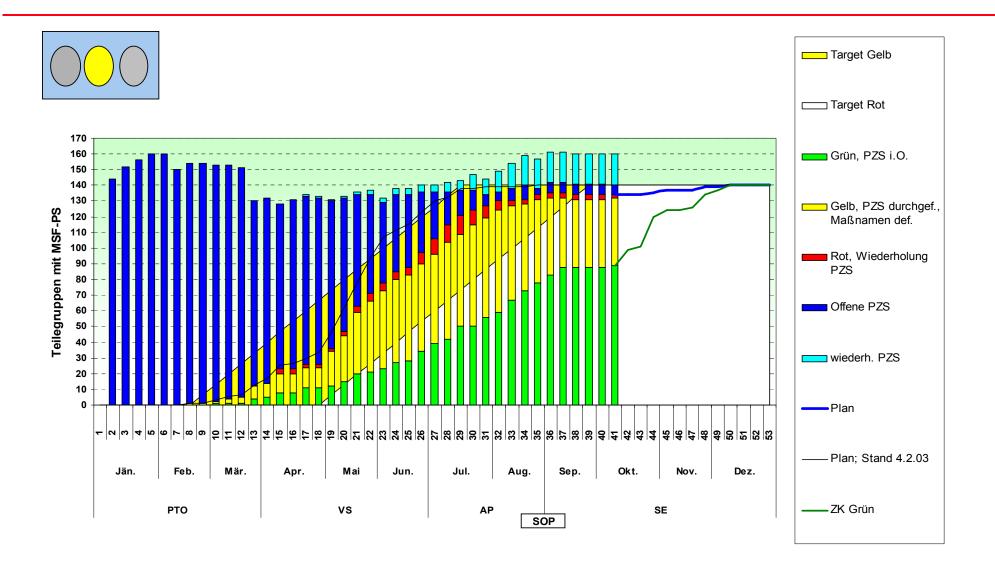
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Typical Milestone Status Report from QPF



Typical "Process Sign Off" Report





QPF – Issues – 7step – Edit I

Issue					
Short help: Overview	about the current status	of 7-Steps. You car	edit each step or create ne	w measures.	
	18352 J11	S	atus:		open
Workload:	7-steps	Pr	iority:		high
Initiator:	» Prettenhofer Romina	Ir	cident report on:		21.08.2013 09:40:20
Resolution Lead	» Reinprecht Wolfgang	Fi	nal target date:		30.08.2013
Issue Champion	» Lamprecht Guenter		ompleted on:		
Closed by:			losed on:		
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QPF – Issues – 7step – Edit II

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3b. Cause analy	ysis	Fo	recast date: 30.08.2013		New entry
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	M	-	R0000170928	3	Task assigned	21.06.2013	Dimension/Geometry 9808682 / FRONTSCH Dimension/Geometry	EIBE	PILKINGTON AUTOMOTIV 139900 / 1 PILKINGTON AUTOMOTIV	QT	» Haidinger Stefanie	
	M		R0000170837	1	Compl. closed	19.06.2013	9808681 / FRONTSCH Delivery Note	EIBE	139900 / 1 PILKINGTON AUTOMOTIV	QT	» Fischer Herbert	
	M	-	R0000170780	3	Compl. closed	19.06.2013	9808971 / HECKSCHI Appearance/Surface	IBE	139900 / 1 PILKINGTON AUTOMOTIV	QT	» Sisko Martin	
	K	-	R0000169371	3	Compl. closed	24.05.2013	9808681 / FRONTSCH Appearance/Surface	EIBE	139900 / 1 PILKINGTON AUTOMOTIV	QT	» Sisko Martin	
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QPF – Complaints – Edit II



Complaintsworkflow	
illed with the available data	i, and the header of the complaint is created automatically by the system. If the complaint is created out of the application "rejects", fields ar i from SAM. a complaint could be changed until Step 3.
Compl. no. Title Project Process	R0000172129 9808682 / FRONTSCHEIBE Appearance/Surface R6×, R non conforming part
Status	Task assigned 💌
Editor	» Haidinger Stefanie
1 Acquisition 2 Evaluatio	and clearance statement 5 Check of 6 Rework, redelivery, scrapping 7 Cost input 8 Finish
Speichern Cancellatio	n External report Drucken
Internal report Histor	y Check repetitive error Cost monitoring Alle Kosten erfasst Schliessen
1 Acquisition	
Short help: The reporter h	as here the possibility to publish the basic information of the complaint. Il out the fields with as many information as you have. So that the next one has all the information that he is able to do the next steps.
Short help: The reporter h Important: Please try to fi	as here the possibility to publish the basic information of the complaint.
Short help: The reporter h Important: Please try to fi First opinion Keywords Amended return	as here the possibility to publish the basic information of the complaint. Il out the fields with as many information as you have. So that the next one has all the information that he is able to do the next steps. Scheibe unten wellig kratzer im Siebdruck oben
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Short help: The reporter h Important: Please try to fi First opinion Keywords Amended return Supposed causer Material expeditor	as here the possibility to publish the basic information of the complaint. Il out the fields with as many information as you have. So that the next one has all the information that he is able to do the next steps. Scheibe unten wellig kratzer im Siebdruck oben - QT Fischer Herbert 433164045696 CLI - Disposition Int/Ext > herbert.fischer@magnasteyr.com SM Sisko Martin 4366488406244 CQH-R - Receiving Inspection-Plant
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- Database for PPAP
- Planning tool for product and process approvals
- Documentation tool for product and process approvals
- Programmable interface to customer systems
- Exchange of part approval level from/to customer
- Personal "mailbox" for every user

PPF – Startpage

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Typical PPAP Report



