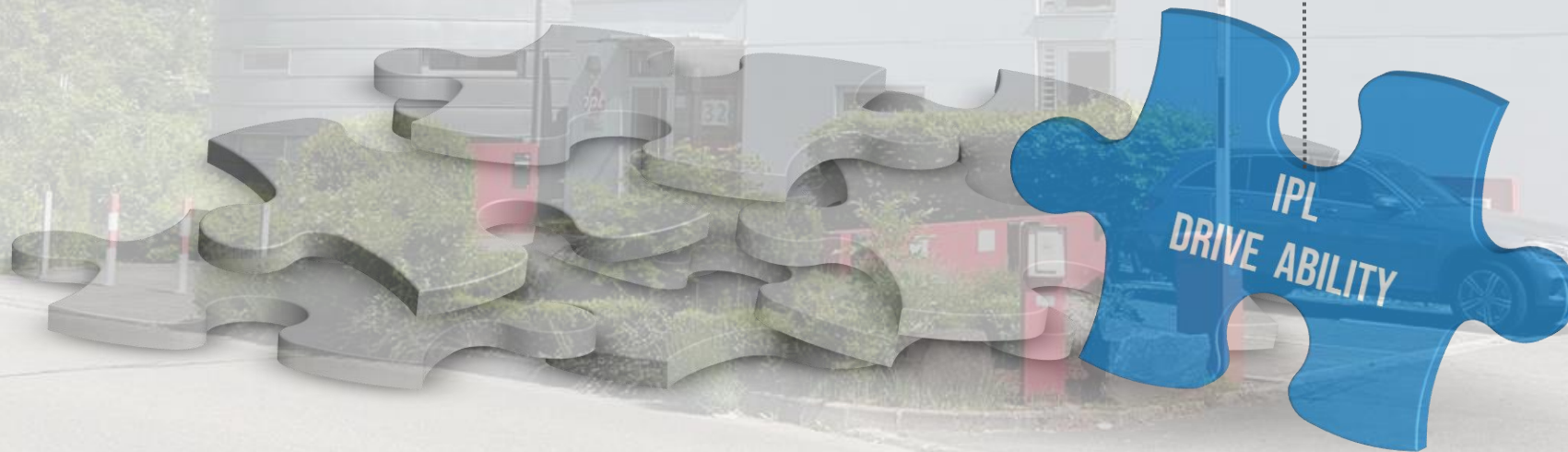


# IPL – Institute for Production and Logistics

Your partner to manage the transformation to a process driven and digital company based on experiences and drive and together with the People and Management

- Our Customers
- Our Vision and Understanding
- Our Tools and the way for success
- Our Proposition

Transform  
Product, Process,  
Structure and People  
to drive the market



# Our Base of Competence

Near to Expectations of Owner and Management

## IPL – INSTITUTE FOR PRODUCTION & LOGISTICS – PROF. SCHMIDT GMBH

**Founded** 1991 as a spin-off from  
University of Appl. Sciences Saar  
with the Focus Automotive

- Process & Structure Design
- Process & Struct. Optimization
- Digitalization i4.0 Projects
- Interims-Management
- R&D-Projects
- WAY OF EXCELLENCE

Heinrich-Barth-Str. 32  
D 66115 Saarbrücken  
www.iplnet.de

## FITT GMBH SAARBRÜCKEN

**Founded** 1985 **Project-  
Platform for Innovation-  
and Service Projects**

- Near to the university
- Focus Industry & Society
- EU-Projects
- Industry-Projects
- Over 100 Projects/Year
- WAY OF FUTURE

Saaruferstr. 16  
D 66111 Saarbrücken  
www.fitt.de

## AKJ AUTOMOTIVE NETWORK BASE

Exchange and drive  
Best Practices in Factory and  
Supply Chain Automotive

- OEMs
- Tier-1 & Tier-2-Supplier,
- Logistics Companies
- IT & Consulting Companies
- WAY OF COOPERATION  
TO IMPLEMENT BEST  
PRACTICES

c/o IPL Prof. schmidt  
Heinrich-Barth-Str. 32  
D 66115 Saarbrücken  
www.gfpm.eu

## GFPM E.V. NETWORK OF BEST PRACTICES

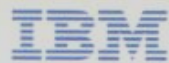
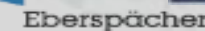
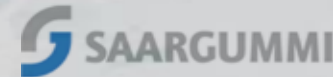
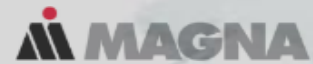
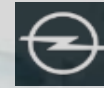
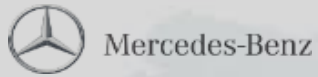
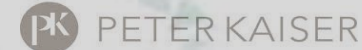
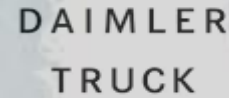
Exchange Best Practice  
together with the responsible  
Persons in the factory

- Praxis Dialog
- Practice
- Conferences
- WAY OF SHARING  
BEST PRACTICES

c/o IPL Prof. schmidt  
Heinrich-Barth-Str. 32  
D 66115 Saarbrücken  
www.gfpm.eu

# Our Customers

We drive and ensure competitiveness



# Our Customers

We drive and ensure competitiveness

## Our Global Scale - examples

Krusovce (SK)

Tichy (PL)

Mianyang (CN)

Togliatti (RUS)

Hambach (FR)

Bursa (Turkey)

Győr (HU)

Salem, VA (USA)

Puebla (MEX)

Valencia (ES)

Felgueras (P)


Luxembourg (LUX)

Prebold (SLO)

.... and many more

# Our Vision, Strategy and Understanding

Select, evaluate and drive all possibilities to build a “best in class” company



## COLLECTIVE TERM

Multitude of tools, instruments and philosophies to optimize business processes and increase effectiveness



## MAIN ASPECTS

Customer focus and cost reduction with regard to internal and cross-company processes and structures



## VALUE CHAIN

Focus on value adding processes, optimization of the value chain to “just-in-time” effectiveness

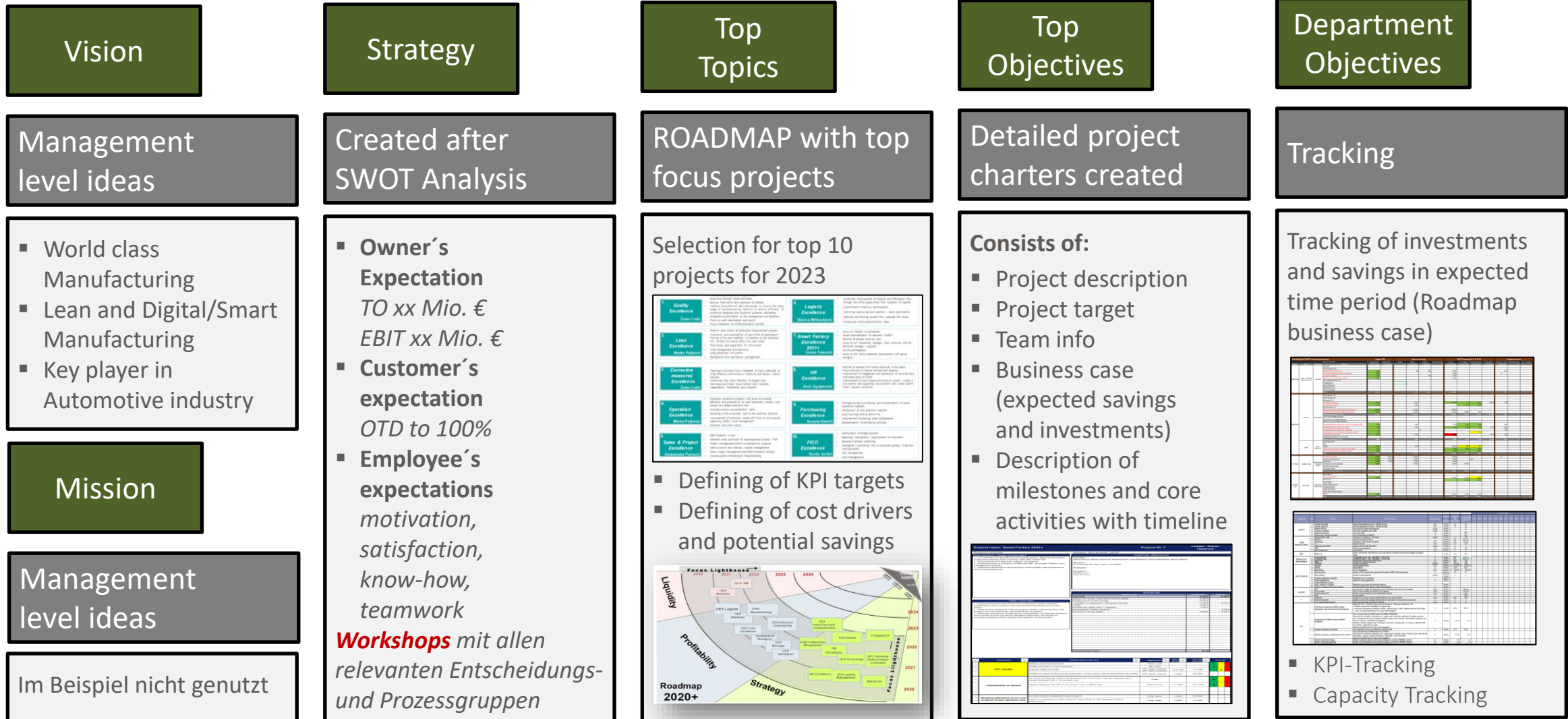


## EMPLOYEES

Involvement of employees and use of existing competencies to motivate staff and to strengthen consciousness for Lean Management in all areas

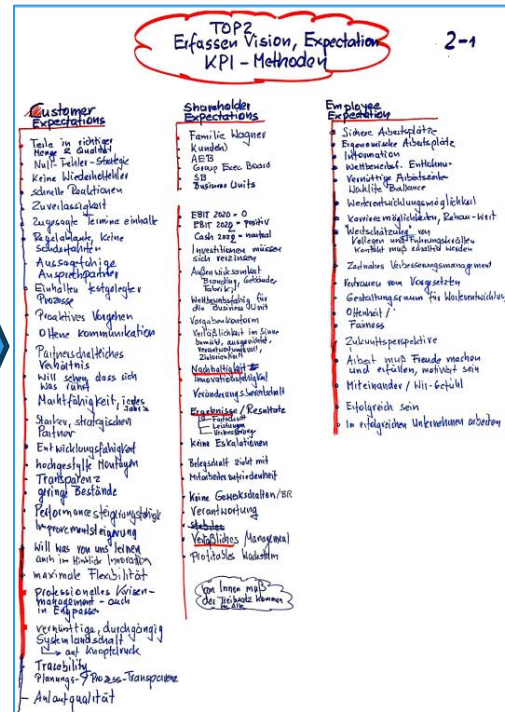
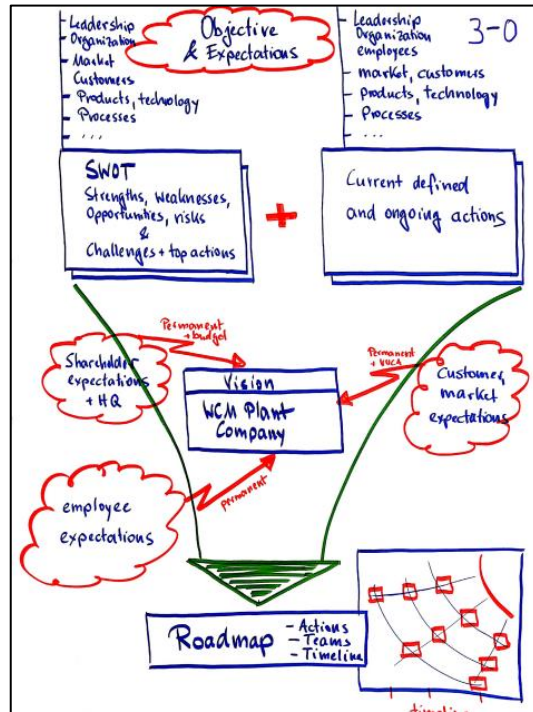
# Way of Excellence

## Basis für strategische und operative Maßnahmen in der gesamten Lieferkette



# Way of Excellence

## EINSTIEG ÜBER KONKRETE EINSCHÄTZUNGEN MANAGEMENT/TEAMS/ERWARTUNGEN

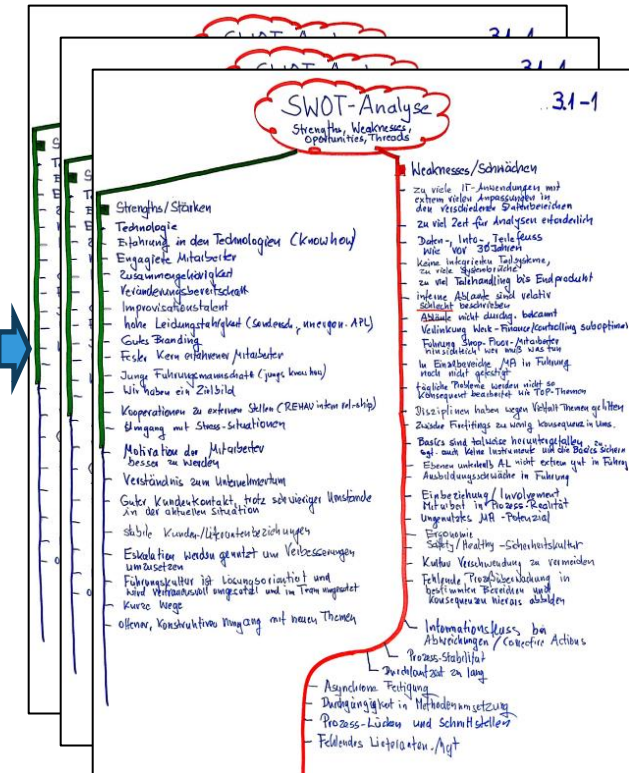


**TOP 2 Erfassen Vision, Expectation KPI - Methoden** 2-2

Methoden	%	KPI	today	best	Δ
SMED	100	OTD	100%		
Poka Yoke	100	PPM	100%		
5S	100	Claims von Kunden			
Stop the line	10	Scrap	15%		
Firewall	50	Reinok			
VSM	20	OEE			
SFM	100	\$ Productivity	75%		
One Piece Flow	0	Efficiency			
Asakai	100	Absence	95%		
Obeya	50	Sickness	95-98%		
PDCA	50	Fluktuation	45%		
MTH / Zahlenbuch	50	doh FE			
Kanban	30	doh NIP			
TPM	50	doh supply			
KVP	10	KVP/E			
Standardisierung	20	purchase price index			
		ILZ	2/10/10		
		CIP %	2/1/10		
		SLZ	1/1/10		
		Materialquell?			
		Arz. Anwesenheit			

MC: Abgleich mögliche Differenzen hinsichtlich  
die nicht mit den einzelnen Abteilungs-  
verantwortlichen  
Zentrale/Struktur und nicht abteilungs-  
bezogen  
wie wird Balance gebracht?

g bene dem mit umbr. 25.



**Weitere Schritte zur Absicherung**

# Way of Excellence

## TOP 10 EXCELLENCE PROJECTS – Main targets & Leaders – nur exemplarisches Beispiel aus 2021

<p>1. <b>Quality Excellence</b> NN</p> <ul style="list-style-type: none"> <li>• Increase level of customer requirements know-how through whole GAS team</li> <li>• Built-up mind set of Zero tolerance for defects</li> <li>• Improve know-how of GAS employees to ensure the deep usage of problem-solving technics to ensure efficiency of corrective measures and maximum customer satisfaction</li> <li>• Straighten Q-information to the management and shopfloor</li> <li>• Focus on audit organisation and results</li> <li>• Focus orientation on FMEA and lesson learned</li> </ul>	<p>6. <b>Logistic Excellence</b> NN</p> <ul style="list-style-type: none"> <li>• Systematic improvement of material and information flow through the entire supply chain from customer to supplier</li> <li>• Improvement of delivery performance</li> <li>• VSM to be used as decision platform – Stock optimization</li> <li>• Optimize the Planning System PPS – Upgrade ERP modul</li> <li>• Warehouse smart automatization steps</li> </ul>
<p>2. <b>Lean Excellence</b> NN</p> <ul style="list-style-type: none"> <li>• Perform Lean culture &amp; Continuous improvement process</li> <li>• Installation and sustainability of Lean office &amp; organisation/ Training of the lean methods / Q methods on the Shopfloor: 7W, KAIZEN, 5S, SMED, PDCA, KVP, Lean Audit</li> <li>• TPM rollout and preparation for TPM Award</li> <li>• Time management and Ergonomy using production simulations</li> <li>• Standardize time operational management</li> </ul>	<p>7. <b>Smart Factory Excellence 2024+</b> NN</p> <ul style="list-style-type: none"> <li>• Focus on Industry 4.0 philosophy</li> <li>• Smart automatization on demand / COBOT</li> <li>• Security &amp; Disaster recovery plan</li> <li>• Focus on full Traceability strategy – New machines with DB</li> <li>• ERP/MRP strategy – Upgrade</li> <li>• Focus on the future Roadmap improvement with game changers</li> </ul>
<p>3. <b>Correctiv measures Excellence</b> NN</p> <ul style="list-style-type: none"> <li>• Teamwork and team force orientated to PDCA methods to bring effective and corrective measures and results / Lessons learned</li> <li>• Continuing NQV Costs reduction to budget level</li> <li>• Cost type and Project type oriented NQV reduction organization, Preventing costs program</li> </ul>	<p>8. <b>HR Excellence</b> NN</p> <ul style="list-style-type: none"> <li>• NN has to become first choice employer in the region</li> <li>• Focus activities to reduce sickness and absence</li> <li>• Improvement of engagment and satisfaction to have the best motivated team on board</li> <li>• Improvement of NN Image and Company culture – create a non conflict and supporting environment with motto SAFETY FIRST – QUALITY ALWAYS</li> </ul>
<p>4. <b>Operation Excellence</b> NN</p> <ul style="list-style-type: none"> <li>• Operation Excellence program with focus to increase efficiency and productivity for each production process and reduce non added value and NQV</li> <li>• Leveling workers and production loads</li> <li>• Balancing of the production plan to the customer demand</li> <li>• Improvement of production areas with focus to micro-layout, ergonomy, better visual management</li> <li>• Discipline and work culture</li> </ul>	<p>9. <b>Purchasing Excellence</b> NN</p> <ul style="list-style-type: none"> <li>• Manage Saving in purchasing and Compensations of losses caused by suppliers</li> <li>• Introduction of new potential suppliers</li> <li>• Local Sourcing MRO &amp; BOM in %</li> <li>• Improvement Purchasing Local Competence</li> <li>• Reorganization of purchasing activities</li> </ul>
<p>5. <b>Sales &amp; Project Excellence</b> NN</p> <ul style="list-style-type: none"> <li>• R&amp;D Footprint in GAS</li> <li>• Standard Roles and Rules for development process / PDP</li> <li>• Project management teams on demand for customer</li> <li>• OBEYA culture and method / Launch management</li> <li>• Sales, Project Management and R&amp;D Excellency process</li> <li>• Increase global Marketing &amp; Image Branding</li> </ul>	<p>10. <b>FICO Excellence</b> NN</p> <ul style="list-style-type: none"> <li>• Optimization of Budget process</li> <li>• Reporting Transparency improvement for GAS team</li> <li>• Develop of project controlling</li> <li>• Strengthen a Controlling role as a business partner in decision making process</li> <li>• Cost management</li> <li>• Cash Management</li> </ul>

NN = fest benannte Projektleiter/-mitglieder



# Our Tools and the way for success

## 8 FACTS TO DRIVE THE FUTURE

### Understanding of business

Products and Customer Processes

### Understanding of Management

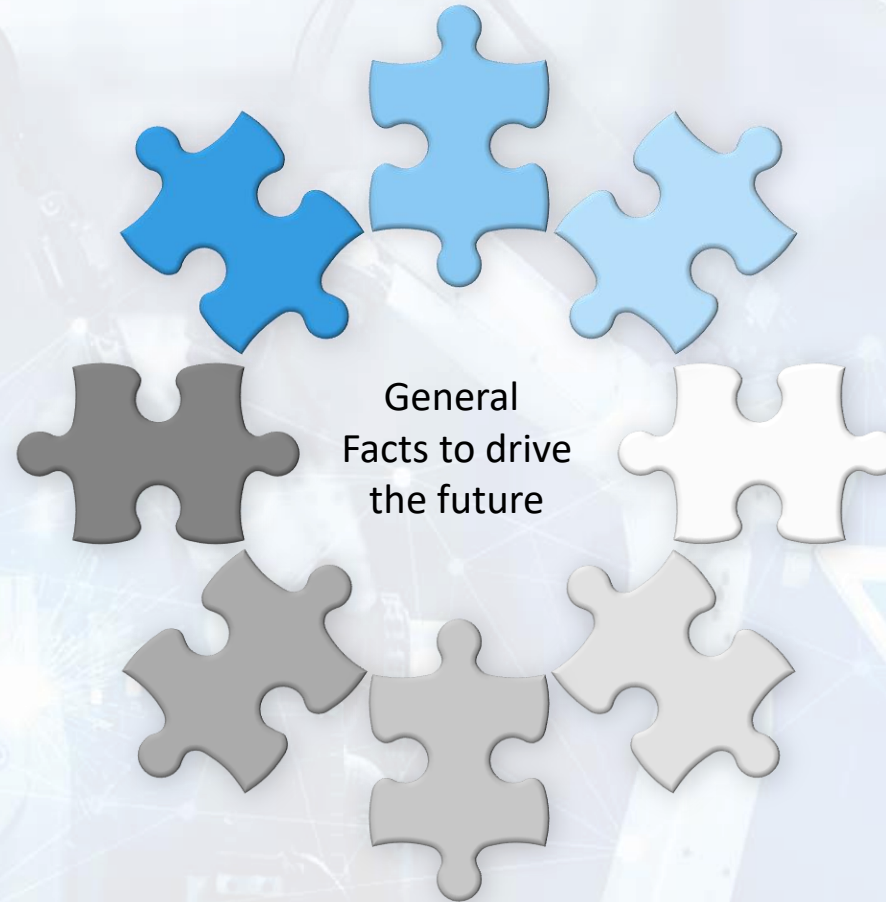
Role and activities of the management to lead and manage the teams

### Understanding of People

Evaluate the ability and willingness of people to select the right tools

### Understanding of Processes

Evaluate the technology and ability of processes to manage the future



### Find losses and potentials

Evaluate and find the main lacks over the total process

### Transfer best practices

Evaluate current processes in terms of competition and future

### Design strategy and tasks

Define a road map "just do it" items, three years actions, further steps

### Implement the future

Work along the road map to achieve company objectives

A ROAD MAP FOR ORIENTATION AND PROJECTS - STEPS TO ACHIEVE COMPETITIVENESS

# Our Tools and the way for success

## 8 FACTS TO DRIVE I4.0 AND DIGITALIZATION

### Intelligent networking of machines

Standardized interfaces, MTM, MES-MES & MES-ERP infrastructure

### Automation

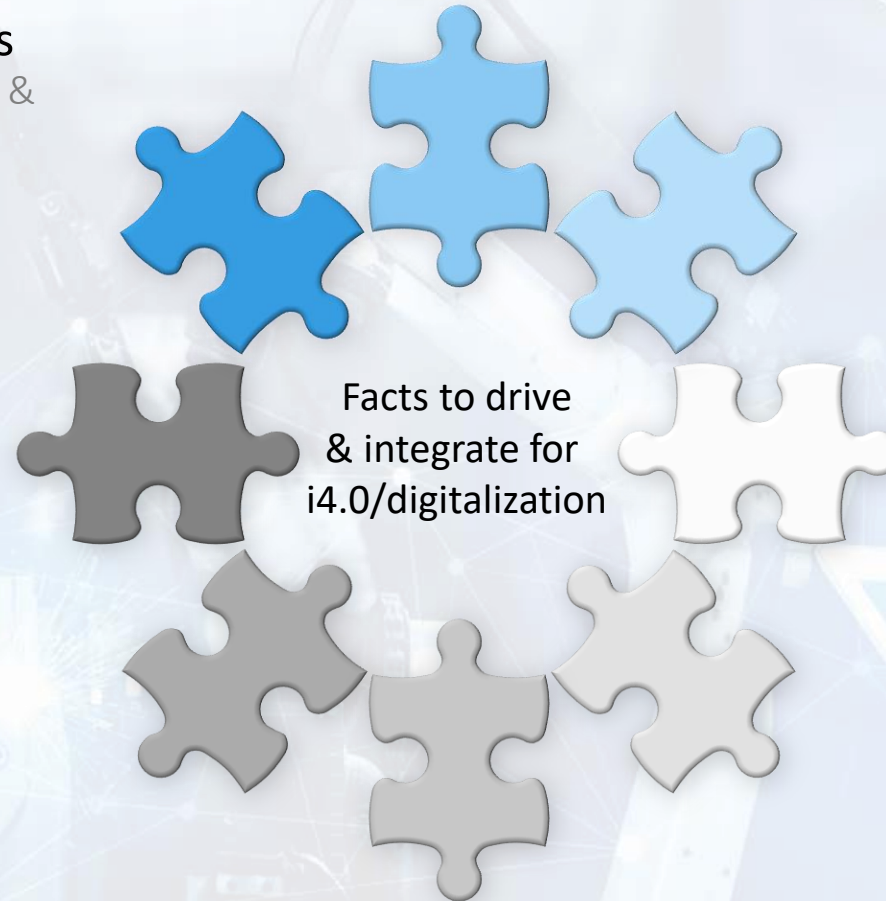
Cyber physical system (CPS), Cyber physical production system (CPPS), automated material flow

### Big Data & Data Mining

automatically collected, stored, analyzed data overall in realtime and real location

### Smart products & services

Integrated information technology in new products & service to customer



### Human Machine Interaction

Collaborative robotics, personalized work space/equipment, augmented reality

### Autonomous control

Cognitive systems as a basis to evaluate and control

### Digital administration

Digitalized and automated workflows no paper no pencils

### Lean enterprise

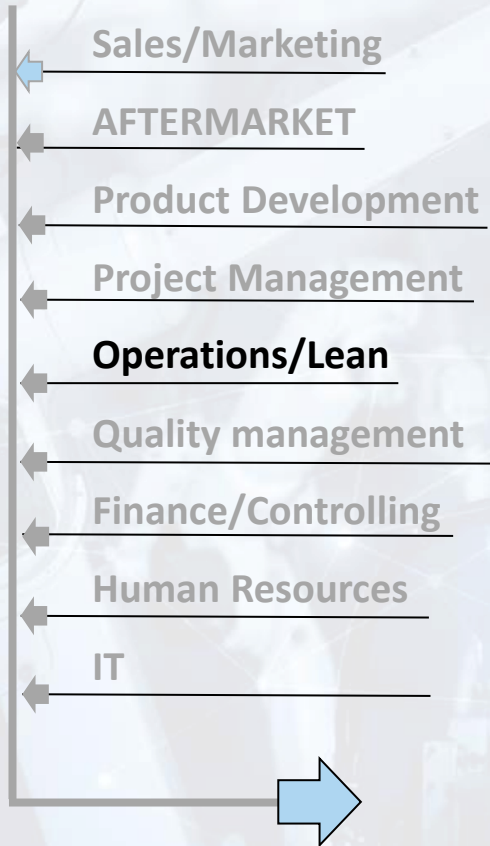
Eliminate waste in products and processes

## A ROAD MAP FOR ORIENTATION AND PROJECTS - STEPS TO ACHIEVE I4.0/DIGITALIZATION

# Our Tools and the way for success

## EXAMPLE TO DRIVE I4.0/DIGITALIZATION

### CORE PROCESSES



### MAIN FIELDS OF ACTIONS IN THE FIELD OPERATIONS/LEAN – example

- **Immediately – just do it**
  - Automated „order process“
  - Concept to design unified master data – in ERP
  - Concept to best practice sharing i4.0
  - Concept to analyze and eliminate paper work
- **Within the next 3 years**
  - Unified data base PDM/PLM
  - Automated inhouse transports
  - Concept digitized Management report of SF-Management
- **3 years or longer**
  - One ERP in the whole group

Level of I4.0 &  
Digitalization

**VISION:** Collecting data only once, available to all, basis for permanent improvements

# IPL – Institute for Production and Logistics

How you can contact us

## Europe-Office

Heinrich-Barth-Str. 32, DE 66115 Saarbrücken  
+49 681 95431 0

- (1) Prof. Dr. Klaus-J. Schmidt - Partner  
[klaus-Jürgen.Schmidt@iplnet.de](mailto:klaus-Jürgen.Schmidt@iplnet.de)  
+49 171 4540836
- (2) Jörg Bernarding  
[Joerg.bernharding@iplnet.de](mailto:Joerg.bernharding@iplnet.de) – Geschäftsführer  
+49 170 8367663
- (3) Prof. Dr. Thomas Korne - Partner  
[thomas.korne@iplnet.de](mailto:thomas.korne@iplnet.de)  
+49 177 793402

## Eastern Europe-Office

Ljubljana, Slovenia

Klaus Holeczek – Partner  
+49 151 56538548

## Mexico & USA

Mexico Stadt

Octavio Fernandez – Execution Partner  
+52 2101 8900