Wettbewerbsdifferenzierung durch kollaborative Supply-Chain-Planung

Martin Schlintl, 9. April 2014
A Global Technology Supply Chain Service Leader

**Scale**
- Approximately $24 billion in sales in FY13
- Over 200,000 employees worldwide
- Operating in 30 countries, spanning 4 geographical continents

**Breadth & Depth**
- World class management systems, quality control and lean manufacturing
- Leading vertical component businesses in Power and PCBs
- 31 Design Centers, 2,500+ engineering resources

**Diversification & Portfolio Management**
- Geographic diversification, well balanced operations around the world
- Product and customer diversification, no customer is 10% or greater
Organization Structure and Sample Products

**High Velocity Solutions**  
Consumer, Mobile, Computing, Connectivity

**Integrated Network Solutions**  
Telecommunications, Networking, Server & Storage

**Industrial & Emerging Industries**  
Energy Management, Appliance & Lifestyle, Equipment & Automation

**High Reliability Solutions**  
Aerospace & Defense, Automotive, Medical, Energy
Solutions and Services

**Design**
- Technology Assessment
- Conceptual Design
- Detailed Design
- DfX Services
- Test & Validation
- Prototyping/NPI
- Pilot-Volume Ramp

**Manufacture**
- PCB/Flex & Rigid Circuits
- PCBA
- Power Solutions
- Metal Fabrication & Precision Machining
- Plastics
- Cables
- Component & System Level Assembly
- Advanced Displays

**Distribute**
- Distribution and Direct Fulfillment
- Outbound Logistics and Hubbing
- Reverse Logistics

**Service**
- Repair/ Refurbishment
- Warranty Support
- Service Parts Logistics
- Asset Recovery
Recent Customer Awards

![Company Logos]

- Corporate Responsibility Achievement Award
- Silver Award

- Supplier of the Year

- Supplier Excellence Award
- Excellence in Program Management
- Direct Order Fulfillment (DOF) Services Award

- Smart Services Award for Operational Excellence
- EMS Partner Operational Excellence Award
- B2B Collaboration Award
- Excellence in Cisco’s ESTG Award

- Excellent Core Partner Status (Gold Award)
- Mobile and Infrastructure Award
- CSR Award

- Award for New Product Family Launch

- Best-in-Class Partner
- Strategic Partner of the Year

- Quality Leadership Award

- Supplier Appreciation Award for Invaluable Support

- Supplier Collaboration Award

- Gold Supplier Award

- Box Build Outsourcing Award
- Excellence Award New Product Launch

- Award for Consistent On-Time Delivery

- Supplier-enabled innovation Award
- CSER Award

- Collaboration and Performance Award

- Award for Production, Quality and Availability of Product Line

- Best Supplier Award

- Outstanding Performance Award for New Product Introduction

- Recognition for Outstanding Performance and Excellence in Manufacturing

- Service Partner Award

- Award for Long Term Business Partnership

- Perfect Quality Award
- Excellent Serviceability Award

- Value Excellence Award

- New Product Introduction Award

- Outstanding Supplier Partnership Award

- Award for One-time Delivery Rate and Quality
Standort
Althofen
Site Key Data

~150 Mio US$ Revenue

17,000 m² (180,000 sq. ft.)

600 m² ISO-8 Cleanroom / GMPD

~700 employees
Site Focus

INDUSTRIAL AND EMERGING INDUSTRIES

MEDICAL

AUTOMOTIVE

AEROSPACE AND DEFENSE
Certifications & Approvals

ISO 9001 since 1992
ISO 14001 since 1999
ISO TS 16949 since 2002
ISO 13485 since 2002
UL Approval since 2013
FDA inspected since 2013
AS 9100 since 2013
klima:aktiv Partner
Product Creation Cycle

From the Idea of the Customer

... via Concept Design

... via Industrialization

... to Mass Production
Das Thema

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HANNOVER MESSE | MES-TAGUNG | Martin Schlintl | 9. April 2014
Terminplanung bei Ärzten…

Wie zufrieden sind Sie mit der Wartezeit beim Arzt? (trotz Termin!)
Was wollen Sie?

- Bestände gering halten
- Hohe Auslastung der Anlagen zur Verfügung stellen
- Geringe Durchlaufzeiten schaffen
- Hohe Liefertreue erreichen
Terminplanung in Produktionsunternehmen

PROBLEME

- Personal
- Unterschiedliche Zykluszeiten
- Kombination von Anlagen
- Geteilte Resourcen
- Musterbau
- Rückstände
- Bottlenecks
- Alternative Wege
- Störungen
- Product Mix
- Schichtmodelle
Supply Chain

PROBLEME

- Lieferengpässe
- Änderungen vom Kunden
- Starke Schwankungen
- Qualitätsausfälle
- Verzögerungen
- Rohstoffmarkt

Lieferengpässe

Änderungen vom Kunden

Starke Schwankungen

Qualitätsausfälle

Verzögerungen

Rohstoffmarkt
Projektstatus:

Suchen Sie noch ein Tool oder haben Sie schon ein System?
Umfrage zur Supply Chain Agility

Most companies fail with ERP for supply chain orchestration.

SUPPLY CHAIN AGILITY

Everyone agrees on the need for supply chain agility, yet the majority of companies are not meeting stated goals.

62% LOWER

97% Agility is Very Important
37% Our Supply Chain is Agile

82% Average importance rating of supply chain visibility.

Yet confidence in ERP to deliver visibility across the extended supply chain beyond the enterprise is low.

43% LOWER

60% ERP Confidence within the Enterprise
34% ERP Confidence with Suppliers and Customers

54% LOWER

63% Performance within the Enterprise
29% Performance with Suppliers and Customers

100
60
30
0

Beispiel: Order / Forecast Horizont
CronetWORK Produktionsplanung: Farbcodierung

Various coloring systems:
- **Green** = just in time
  - Planned Production Date = Customer Requested Date
- **Yellow** = short delay
  - Planned Production Date > Customer Requested Date (up to 5)
- **Red** = delay
  - Planned Production Date > Customer Requested date +5

On time fulfillment

Produkt-Familie
Flexibilität & Transparenz ohne Grenzen

- wöchentliche Web-Conference mit dem Kunden
- volle Eingriffsmöglichkeiten des Kunden
- volle Transparenz (täglicher Produktionsplan - live)
Thank You

References:
Industrie Informatik: www.industrieinformatik.com

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