



CEE AUTOMOTIVE FORUM – BUDAPEST 2019

SIMULTANEOUS MATURATION

DELIVERY OF CORE MANUFACTURING PROCESS READINESS IN AN ENVIRONMENT OF VOLATILE INPUTS

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Personal Introduction



Paul Goff

Global STA Director – Body Engineering, Special Vehicle Operations, European Operations.

Global accountability for all suppliers in Interior, Exterior & BIW commodities. Supplier accountability for Special Vehicle Operations and Vehicle Personalisation. Regional director for Central and Eastern Europe and Executive Director for Jaguar Land Rover Slovakia s.r.o.

Previous experience in Automotive powertrain commodities, Formula 1 & FMCG.



4 KEY TAKE-AWAYS



1. Volatility is the new normal!
2. Understand, drive and govern Critical Industrialisation Inputs
3. Decouple Core Manufacturing Process Deliverables
4. Seamless Teamwork



TAKE AWAY 1 – VOLATILITY IS THE NEW NORMAL



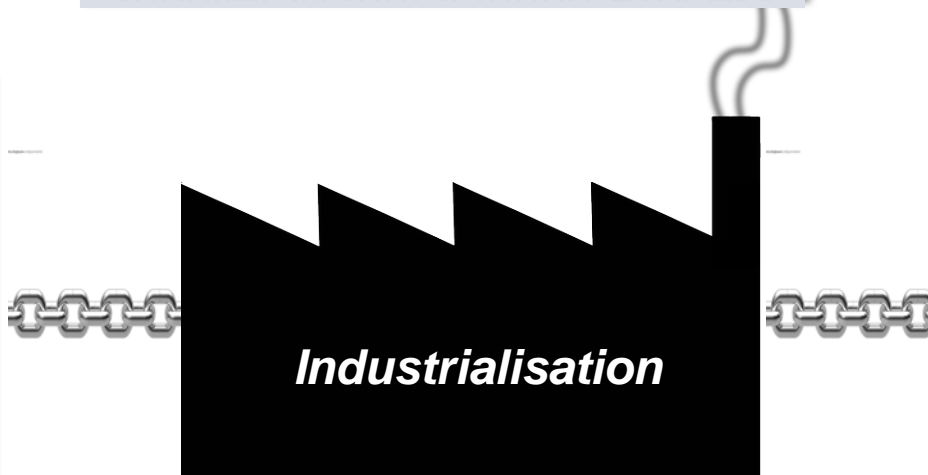
TAKE AWAY 2

UNDERSTAND, DRIVE & GOVERN CRITICAL INPUTS



Supplier Manufacturing Process

- ✓ Specifications
- ✓ SCICC
- ✓ Tool Release
- ✓ Volumes
- ✓ Logistics
- ✓ Part Release
- ✓ Tool Orders
- ✓ Part Orders
- ✓ Schedules



- ✓ Pre Build Milestones
- ✓ Quality
- ✓ Warranty
- ✓ Customer Satisfaction
- ✓ Sales Volume
- ✓ EBIT



TAKE AWAY 3 – SIMULTANEOUS MATURATION DECOUPLE CORE MANUFACTURING DELIVERABLES



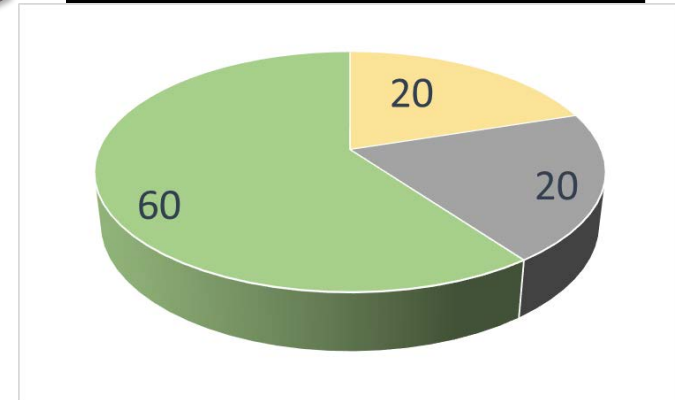
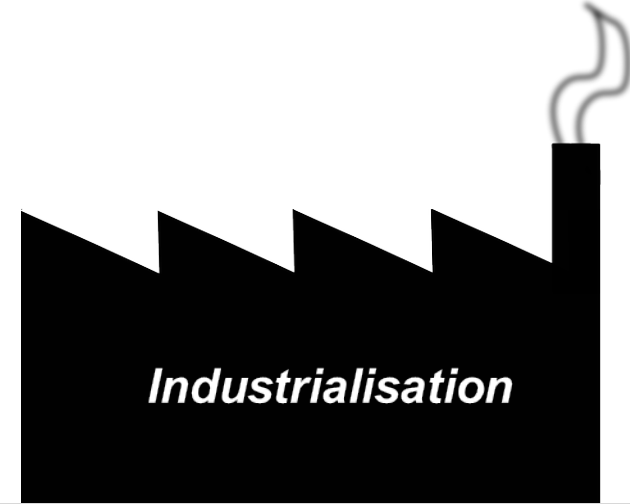
- X Delays*
- X Missing Inputs*
- X Uncertainty*
- X Tuning*
- X Series task delivery*
- X Volatile Market Demand*
- X Volatile Technology*



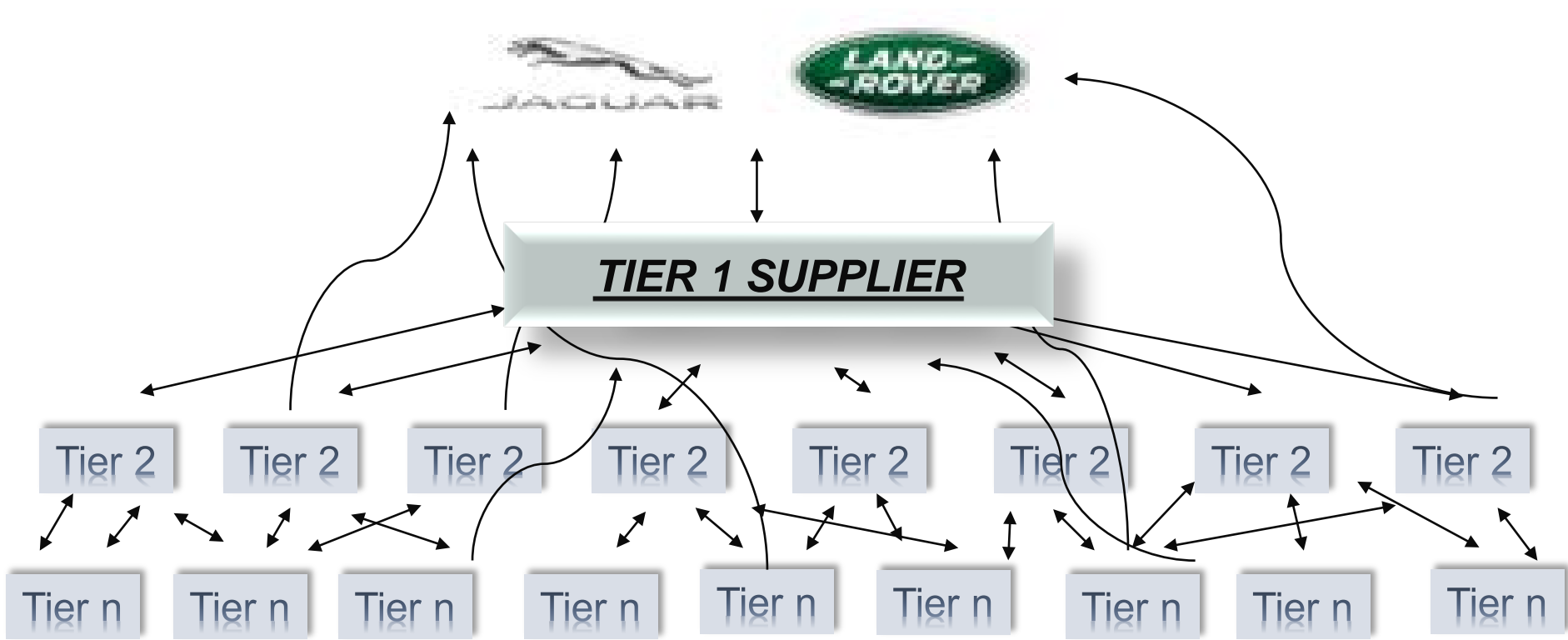
“WORK IN PARALLEL, NOT IN SERIES”
“DECOUPLE DECOUPLE DECOUPLE”
*“I CAN DO **THIS** NOW”*



TAKE AWAY 3 – SIMULTANEOUS MATURATION DECOUPLE CORE MANUFACTURING DELIVERABLES



TAKE AWAY 4 TEAMWORK & COMMUNICATION



TAKE AWAY 4 TEAMWORK & COMMUNICATION

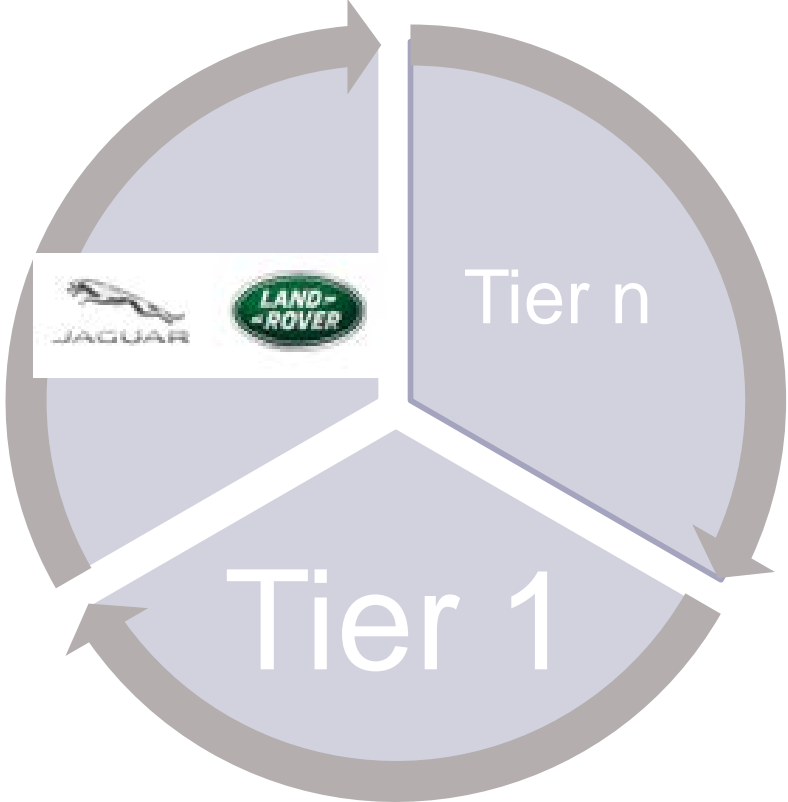


Tier 1



Tier n

TAKE AWAY 4 TEAMWORK & COMMUNICATION



We will all **work together** as a team, **respect** the critical input requirements and **challenge** each

Other to deliver experiences our customers love for life



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