



QMATRIX COMPANY PRESENTATION



... ESTABLISHED EXPERTISE TO PROVIDE SUSTAINABLE SUCCESS

STEFANO LISCI

CEO / Founder



Résumé

- ✗ Faurecia Plant Manager, brown field ramp-up Mercedes-Benz S-Class power train components
- ✗ Plastal Plant Manager ramp-up Daimler Trucks Actros
- ✗ Interim Quality Manager, Interim Plant Manager, Task Force Manager, LEAD Auditor
- ✗ Core Competencies Operations Consulting:
 - ✗ Serial Quality
 - ✗ Task Force Support
 - ✗ Launch Management
 - ✗ Logistics
 - ✗ „Supplier point of view“

TOBIAS HOFFMANN

CEO / Founder



Résumé

- ✗ Global ramp-up support team for SOP Mercedes-Benz S-Class and S-Class Coupé
- ✗ Supplier Manager Daimler Trucks for serial and preventive quality and logistic
- ✗ Ramp-up Task Force Manager, Trainer OEM Requirement, Interim Supplier Quality Manager, LEAD Auditor
- ✗ Core Competencies Project Phase Consulting:
 - ✗ APQP and PPAP
 - ✗ Maturity Level and Audits
 - ✗ Project Management
 - ✗ Supply Chain and Industrialization
 - ✗ „OEM point of view“

Company data

Team members	125 +
Total missions	1500 +
Industrial areas	6
Turnover	>8 m€
Growth rate per year	17 %
Number of customers	84
Continents	5
Countries experiences	25
Innovation partners	5
New innovation services	6
Company partners	14

QMatrix Group Organization

Competence Center	4
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Global operations



INDUSTRIES



Automotive



Aviation



Renewables



Engineering

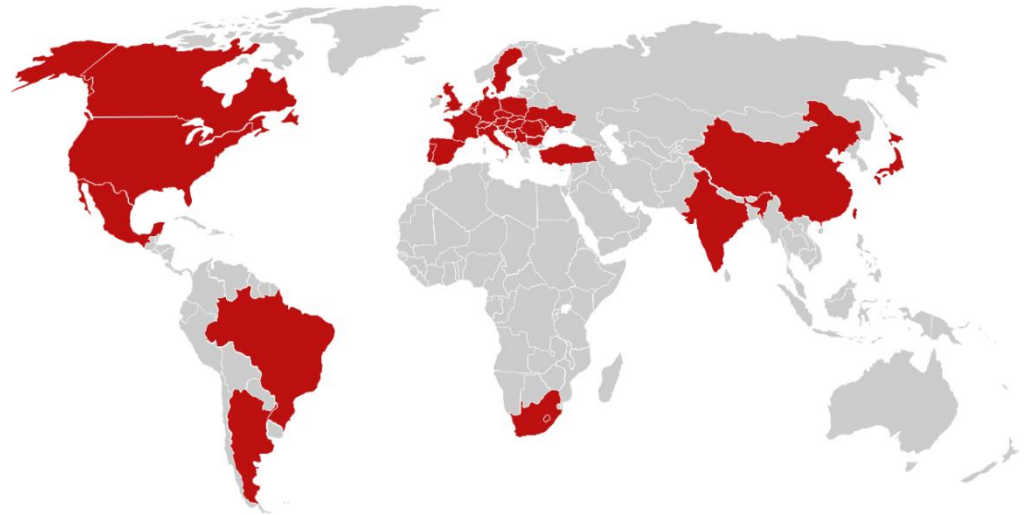


Medical



Railway

GLOBAL OPERATIONS



QMatrix GmbH
76756 Bellheim

www.qmatrixgmbh.com



QMatrix S. de R. L. de C.V.
76120 Santiago de Querétaro

www.qmatrix-mx.com



QUALITY MANAGEMENT:

- ✗ Maturity Level and Audits
- ✗ Standards: VDA, CQI, IATF, ISO, EN / AS
- ✗ Metrology (tactile and 3D)
- ✗ Warranty
- ✗ Quality Planning
- ✗ Serial and Supplier Quality
- ✗ Check-Sort-Rework (CSR)



SUPPLY CHAIN, LOGISTICS AND CAPACITY:

- ✗ Capacity and Logistic Audit
- ✗ Production and Capacity Logistics
- ✗ Run @ Rate
- ✗ ERP and Industry 4.0
- ✗ Material Flow
- ✗ Industrialization and Lean Production, MTM / REFA
- ✗ Supply Chain Development



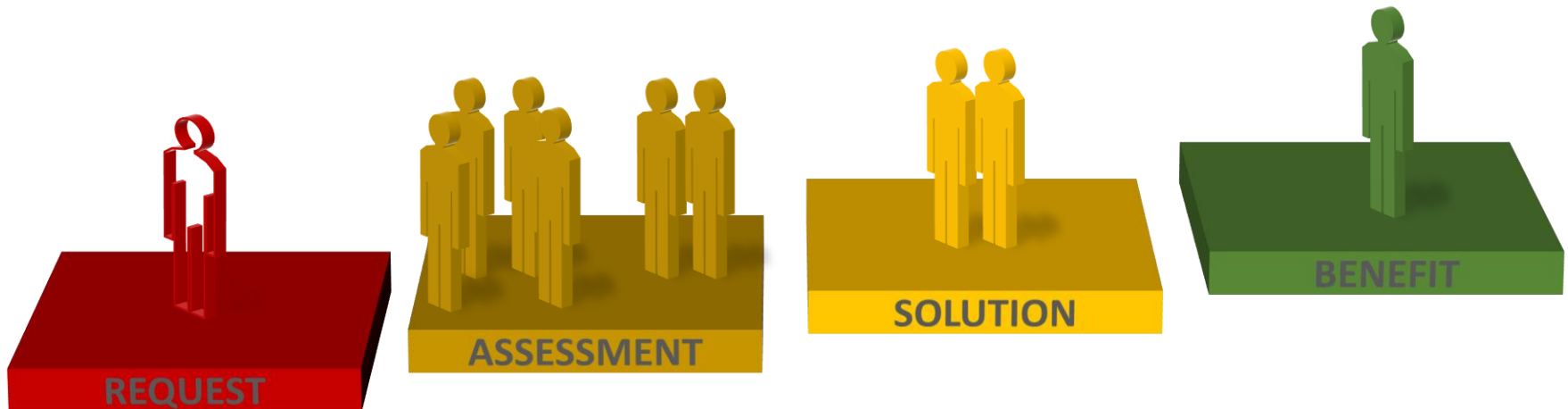
INTERIM MANAGEMENT:

- ✗ Production Management
- ✗ Task Force Management
- ✗ Tool and Transfer Management
- ✗ Project Management
- ✗ Launch Management
- ✗ Supply Chain Management

OUR EXPERTISE



... TAILOR-MADE SOLUTIONS ACCORDING TO YOUR SPECIFIC NEEDS



CUSTOMER REQUEST

- ✗ Individual contact person
- ✗ Customer language

SELECTION PROCESS

- ✗ High level experts
- ✗ Best suitable candidates
- ✗ Required hard and soft skills

OUR SOLUTION

- ✗ Short-term feedback within 24 hours
- ✗ Economical pricing

YOUR BENEFIT

- ✗ 360 degree support
- ✗ Sustainable, holistic approach

DE-ESCALATION Q-HELP AUTOMOTIVE INTERIOR

- ✗ Injection molded plastic parts
- ✗ Tracking and processing of audit deviations (grading "C" rating of 78 %)
- ✗ Implementation of process optimization
- ✗ 5S workshops and standardization
- ✗ Optimization of warehouse and production layouts
- ✗ Continuous reporting to the OEM incl. support for customer visits
- ✗ Significant increase in auditor results to a good "B" with 88.4 %
- ✗ Successful Q-HELP de-escalation from Level 2 directly to zero



PLANT RELOCATION AND RAMP-UP SUPPORT 1ST TIER RAIL INDUSTRY

- ✗ Process flow optimization
- ✗ Process capabilities
- ✗ Supplier Management
- ✗ Requirements of ISO / TS 22163 (IRIS Rev.03)
- ✗ Project Management
- ✗ Lean Management
- ✗ Customer Care
- ✗ Installation of process and quality documentation



ABSTRACT REFERENCE PROJECTS

TASK FORCE SUPPORT OEM/1ST TIERS IN EUROPE, MEXICO AND USA

- ✗ IATF, VDA and AIAG requirements
- ✗ APQP, PPAP, R@R support
- ✗ Process and logistic audits
- ✗ Training OEM requirements in Supply Chain and customer portal on-site training
- ✗ Improvement maturity level
- ✗ OEE and capacity analyses
- ✗ Shop floor optimizations / Lean Management
- ✗ Customer complaints and scrap analyses / reduction
- ✗ Tracking staffing and training customer requirements for new engineers and operators



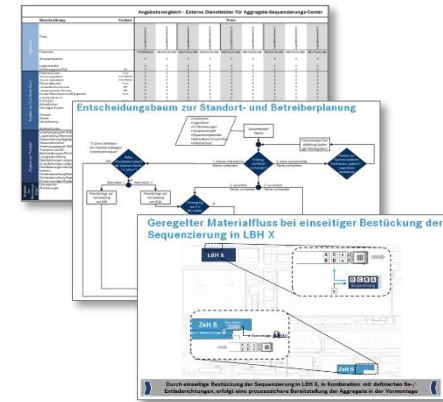
ADVANCED QUALITY PLANNING INTERIOR 1ST TIER GERMANY – USA/CHINA

- ✗ Quality planning based on APQP and OEM requirements
- ✗ FMEA and control plan
- ✗ SPC and MSA
- ✗ Training of local quality engineers and quality planners on-site
- ✗ On-site AIAG and VDA requirement support
- ✗ Serial production equipment transfer (GER-CHINA and GER-USA) and installation / validation
- ✗ Ramp-up support for successful SOP
- ✗ Support CQI audit (AIAG) and VDA 6.3 audit
- ✗ Successful PPAP



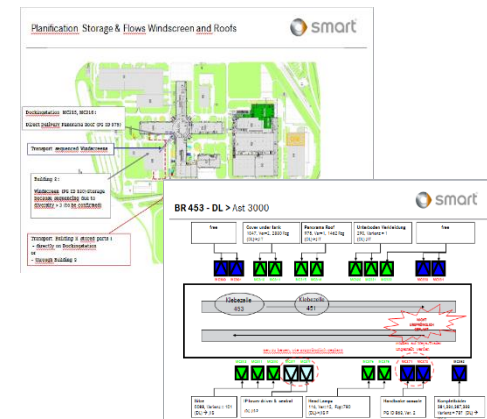
OUTSOURCING OF SEQUENCING OF TRUCK ENGINES TO ASSEMBLY PLANT

- ✗ Replanning warehouses and delivery processes
- ✗ Creation of a short-term storage and sequencing option in the assembly plant
- ✗ Parallel planning of the temporary and final solution
- ✗ Preparation of tender documents up to the possibility of an external operator model for both tasks
- ✗ Identification and resolution of conflicts of interest between engine production and truck assembly
- ✗ Reduction of storage levels and multiple handling
- ✗ Creation of internal space for added value



LOGISTIC PLANNING FOR JIS PROCESSES

- ✗ Planning of the logistic process from the planning to the start-up phase
- ✗ Implementation of OEM logistic standards to the special requirements of the EDISON cooperation project
- ✗ Logistic process planning assembly
- ✗ Definition and adaptation of logistic standards for JIS delivery
- ✗ Digital process planning and optimization



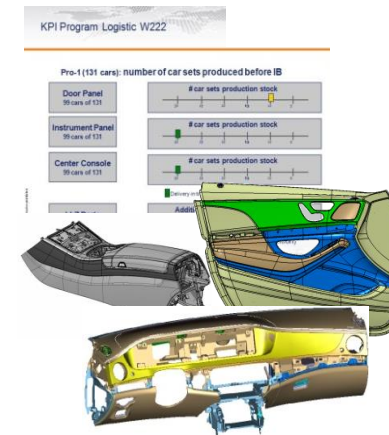
PLANNING AND CONTROL OF RAMP-UP SLS AMG eDrive

- ✗ Conception and adaptation of the project management methods to the special needs to existing processes in planning and production
- ✗ Investigation for different alternative drive concepts for future model series in the overall vehicle development at Mercedes - AMG GmbH
- ✗ Preparation and support of internal and external audits
- ✗ Adaptation of the reporting structures for C-level reporting to the changed requirements of the EV project



CONTROL START-UP FOR TIER-1 INTERIOR COMPONENTS

- ✗ Planning and implementation of the pre-series vehicle program
- ✗ Demand consolidation / procurement coordination / bottleneck control
- ✗ Production control and delivery coordination
- ✗ Monitoring and reporting to OEM and C-level executives (Tier-1)
- ✗ Escalation Management and initiation / control of special measures
- ✗ Visualization of the supply situation (vehicle-based) for all important components up to Tier-3
- ✗ Securing the pre-series supply of the OEM through targeted escalation and vehicle-related Bottleneck Management
- ✗ Implementation of tools for bottleneck control and transfer to the series production process



AERONAUTIC 1ST TIER NEW BUSINESS DEVELOPMENT

- ✗ Support automotive supplier for a new business in aeronautic
- ✗ Carbon and glass fibre components
- ✗ Implementation EN / AS 9100:2018 requirements
- ✗ Training and implementation requirements OEM
- ✗ Shop-floor optimizations / Lean Management
- ✗ Internal EN / AS 9101 audits



RESTRUCTURING LOSS-MAKING COMPANY AUTOMOTIVE

- ✗ Deep analyses of current logistic, quality and production processes
- ✗ Route cause analyses of waste and bottlenecks
- ✗ Definition of short-term and long-term actions to increase OEE
- ✗ Reduction of stock levels and internal scrap
- ✗ Improving of material flow, handling and lean production
- ✗ Forcing OEM PPAP releases and related payments for tools
- ✗ Minimizing customer complaints and related costs
- ✗ Installation and training new procedures for sustainability



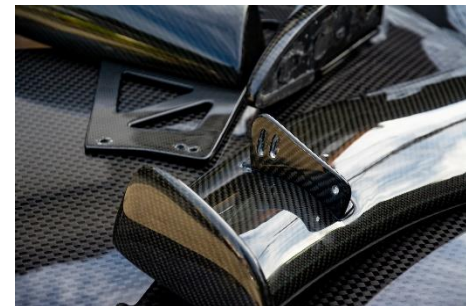
SUPPLY CHAIN MANAGEMENT RAMP-UP SUPPORT (GER-CZ)

- ✗ Protection of the supply chain from 1st Tier to 2rd Tier supplier based on demand increase exclusive version
- ✗ Quick-Check der Supply Chain (backwards)
- ✗ On-site support coordination, monitoring of process optimization and industrialization
- ✗ Identification of the responsible weak points (control extended workbench, insufficient transparency ERP system)
- ✗ Daily reporting at management level and management meetings
- ✗ Sustainable “back to serial logistics” after 6 weeks intensive support without backlog



RAMP-UP SUPPORT AUTOMOTIVE EXTERIOR CARBON ITALY

- ✗ Carbon fiber bumper, rear spoiler, front lip and bonnet for Italian sports car
- ✗ PPAP according to OEM specifications and VDA volume 2
- ✗ Securing the complex Supply Chain of the individual process steps
- ✗ Tracking and implementation error handling process
- ✗ Increase in production quality and quantity
- ✗ Coordination and tracking of the pre-series and ramp-up curve to SOP
- ✗ Conducting management meetings with OEM
- ✗ Reporting to OEM
- ✗ Audit and de-escalation OEM



OPTIMIZATION WAREHOUSE STRUCTURE AND PICKING ZONE USA

- ✗ Value stream analysis to identify bottlenecks in the Supply Chain
- ✗ Process study and time recording of the various production and logistics processes
- ✗ Identification of the bottleneck: high-bay stackers
- ✗ Development of a concept for the removal of the bottleneck
- ✗ Outsourcing of High Runner parts
- ✗ Restructuring of the Low Runner parts
- ✗ Introduction of a multi-stage picking process
- ✗ Restructuring of the pick zone with a consistent two-bin system
- ✗ Hands-On implementation on the forklift truck



HANDS-ON LOGISTIC OPTIMIZATION USA

- ✗ Development of a warehouse layout and implementation layout over the weekend
- ✗ Restructuring of the warehouse and sorting of semi-finished and finished products
- ✗ Introduction of an app for process-safe inventory via barcode
- ✗ Execution of a daily cycle count (inventory)
- ✗ Development and daily filling of a bottleneck parts list to identify critical suppliers and part numbers
- ✗ Daily escalation of critical parts and triggering of special procurement measures



Further reference projects: qmatrixgmbh.com/en/references



RELIABLE PARTNERSHIP
for long-term cooperations

HOLISTIC APPROACH
for sustainable success



HIGHLY SKILLED TEAM
for strong results

SPECIFIC SOLUTIONS
for requested tasks

QMATRIX WAS AGAIN AWARDED WITH THE TOP CONSULTANT SEAL



WHAT MAKES THE QMATRIX CONSULTING SPECIAL

- ✗ Focus on people and their diversity
- ✗ Solution oriented and hands-on mentality
- ✗ Long-term practical experience in the Quality and Supply Chain Management both from OEM and supplier point of view
- ✗ Understanding of the customers processes from the inside
- ✗ Competent team of highly skilled people
- ✗ Authentic and transparent communication with our customers



STEFANO LISCI
CEO / FOUNDER


stefano.lisci@qmatrixgmbh.com
mobile +49 173 6303498



TOBIAS HOFFMANN
CEO / FOUNDER

tobias.hoffmann@qmatrixgmbh.com
mobile +49 152 03205409

 QMatrix GmbH, Am Weidensatz 16, D-76756 Bellheim, Germany
www.qmatrixgmbh.com

 QMatrix S. de R. L. de C.V., Calle 2 Ext. 135, Zona Industrial Benito Juarez, C.P.
76120 Santiago de Querétaro, México
www.qmatrix-mx.com

