



PARTNER

GROWTH

ACCELERATE



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Partnership for development

Future of growth – Products & Technology

What can suppliers expect - How we can support and grow together

Suppliers' expectations:

More standardization to:

- Lighten engineering phase;
- Improve industrialization: streamline range of products, increase serial fabrication, optimize stock & logistics management;
- Increase volume/business;

Cross the borders:

- Fulfil local content requirements;
- Supply for Regional or Global needs;

ABB expectations:

- Technical support, co-development on products => bring your expertise/added value;
- Localization/adaptation to local norms/standards/codes & optimization thanks to local sourcing of sub-components;



Products & Technology

Co-development for mechanical products

ABB

Define the functionalities & features

Set the required performances

Initiate a pre-design

Ensure raw materials supply

Optimize stocks

Control overall industrial scheme

SUPPLIER

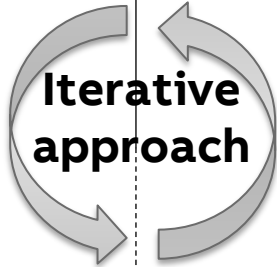
Optimize manufacturing processes

Simplification of design & minimization of fabrication steps

Leverage Sub-Vendors' capacities

Ramp-up serial manufacturing

⇒ Improve lead time & price

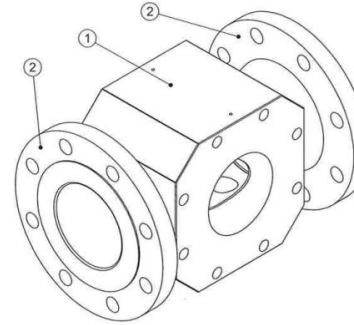


Example of supplier optimization

1st design

Casting block

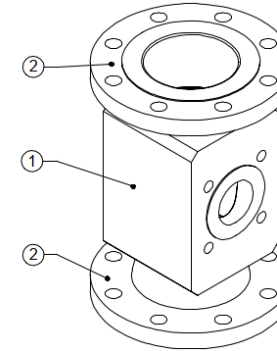
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2nd design

Optimized square block

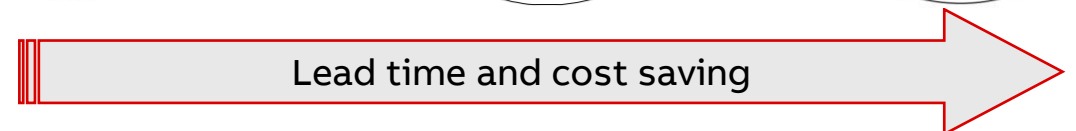
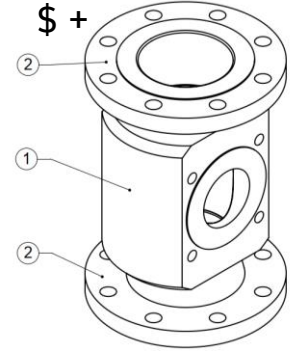
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Final design

Full optimized block in round raw material bar

\$ + ⌚



QUALITY + RELIABILITY + REACTIVITY

Products & Technology

More together

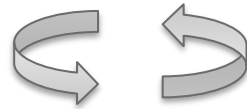


ABB

Products **definition:**

- Standardization
- Streamlining

⇒ Increase volumes



Optimization of flows, stocks, logistics for an efficient industrialization

Supplier

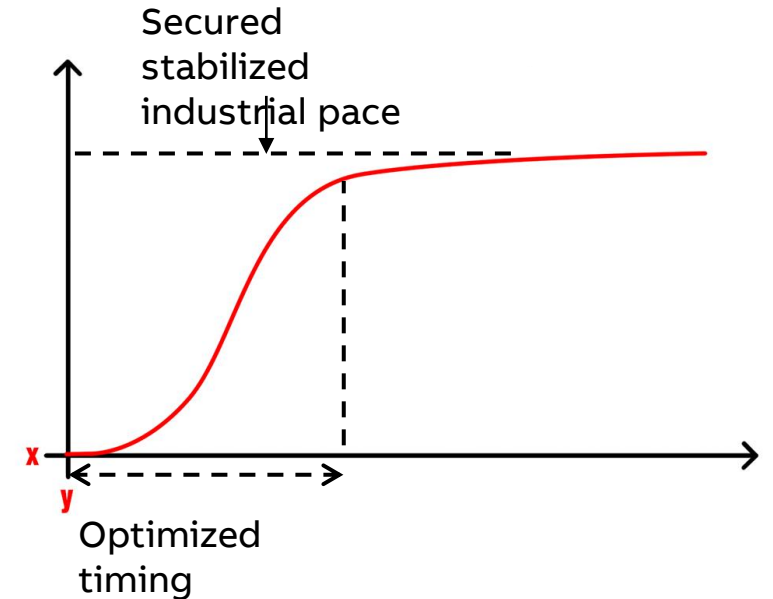
Industrial means:

- Human resources: skilled & available
- Material resources: safe, modern & scalable

Important focus on the subcontracting of our suppliers:

- Qualification and control by ABB

Capability ramp-up curve



QUALITY + **RELIABILITY** + REACTIVITY

Products & Technology

Localization

ABB

Designer of solutions as per general standards/codes (mainly EU)

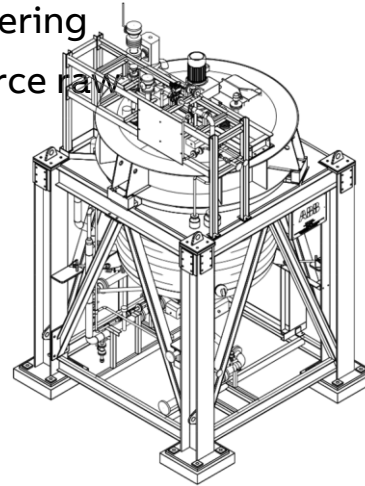
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Manufacturing expert:

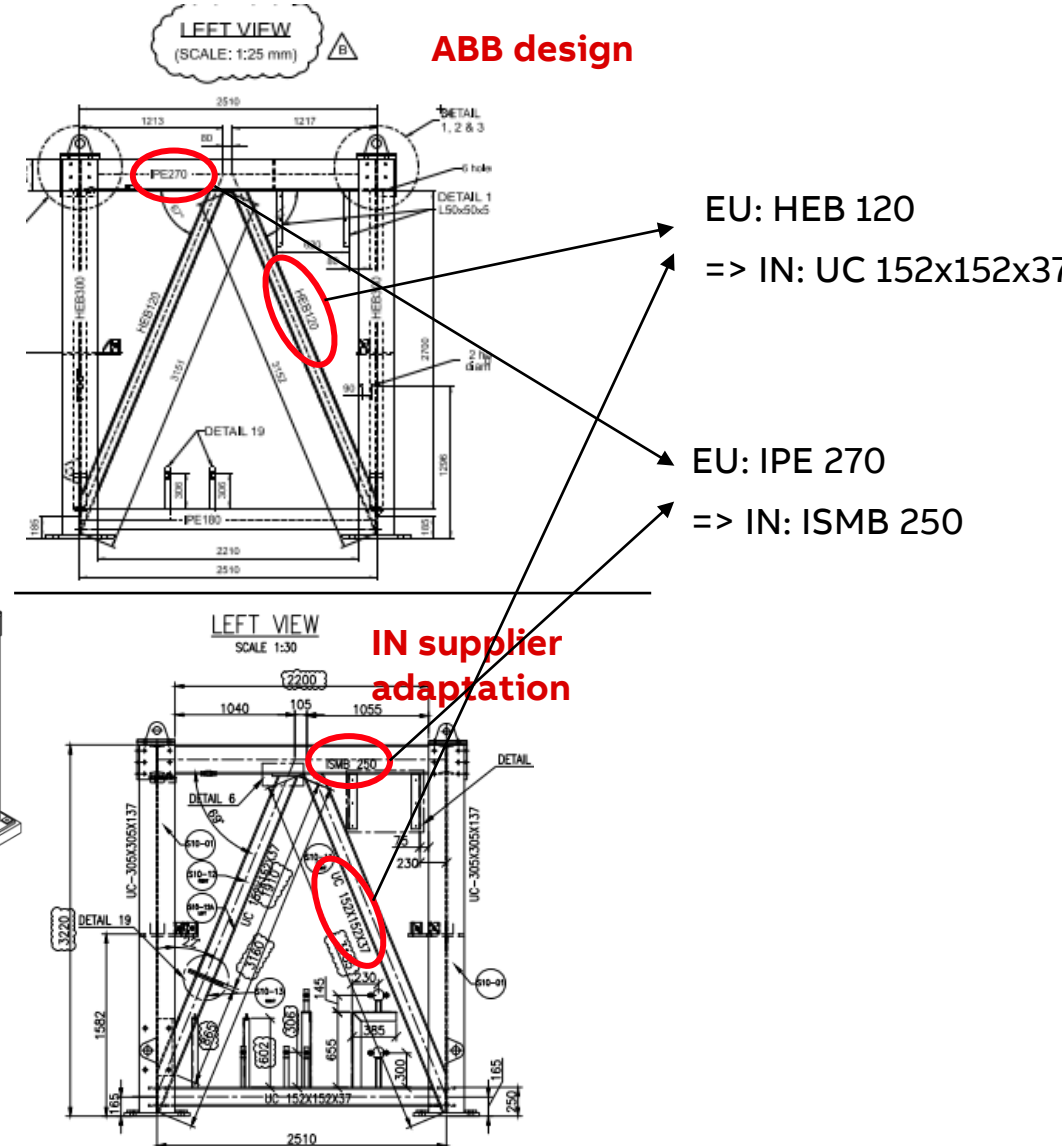
Optimization with adaptations: apply local standards/codes/norms

⇒ Better control over engineering

⇒ Easier and cheaper to source raw materials on local market



Example of supplier adaptation



QUALITY + RELIABILITY + **REACTIVITY**

Future of growth – Products & Technology

What can suppliers expect - How we can support and grow together

ABB expectations:

- Open doors to new markets/segments/End Users;
- ⇒ Team-up to propose solutions & products in other industries:
 - Specialty Chemicals
 - Pharmaceutical
 - Food & Beverage
 - Fragrance, Flavor
 - Cosmetics



ABB