

# Mastering Advanced Manufacturing in Times of Localization

EPIC TechWatch @W3+ Fair Jena

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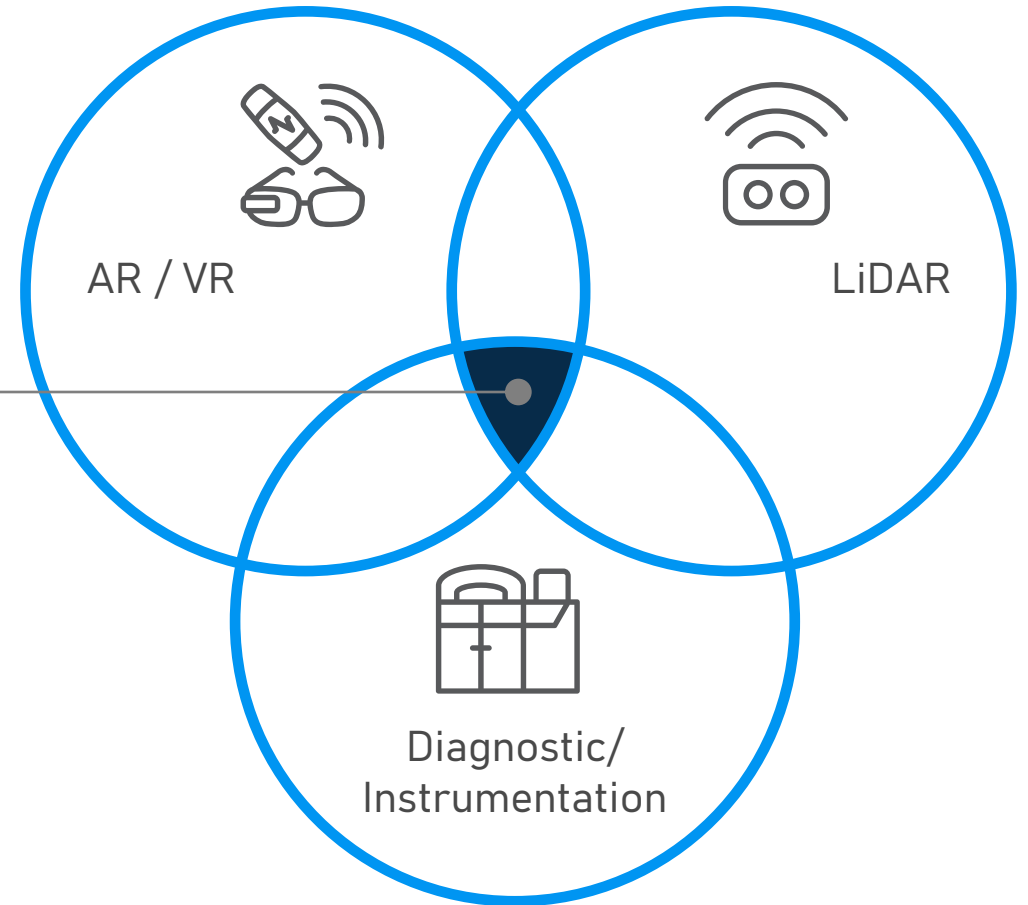
**JABIL**



# Context

Complexity (technology-specific challenges)

- 💡 **Variety of technologies** with innumerable parameters, both for design AND manufacturing equipment
- 💡 **Parallel design** of key components and the product itself
- 💡 **Compliance** in highly **regulated industries** (e.g. Automotive, Medical/ Healthcare, Defense & Aerospace)
- 💡 **Intellectual property** protection



# Agenda

1 | Design – Manufacturing: An Epic Battle

2 | Localization Trends in Supply Chain





# Design – Manufacturing: An Epic Battle

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# What's manufacturing all about?



# On Your Way to Mass Production

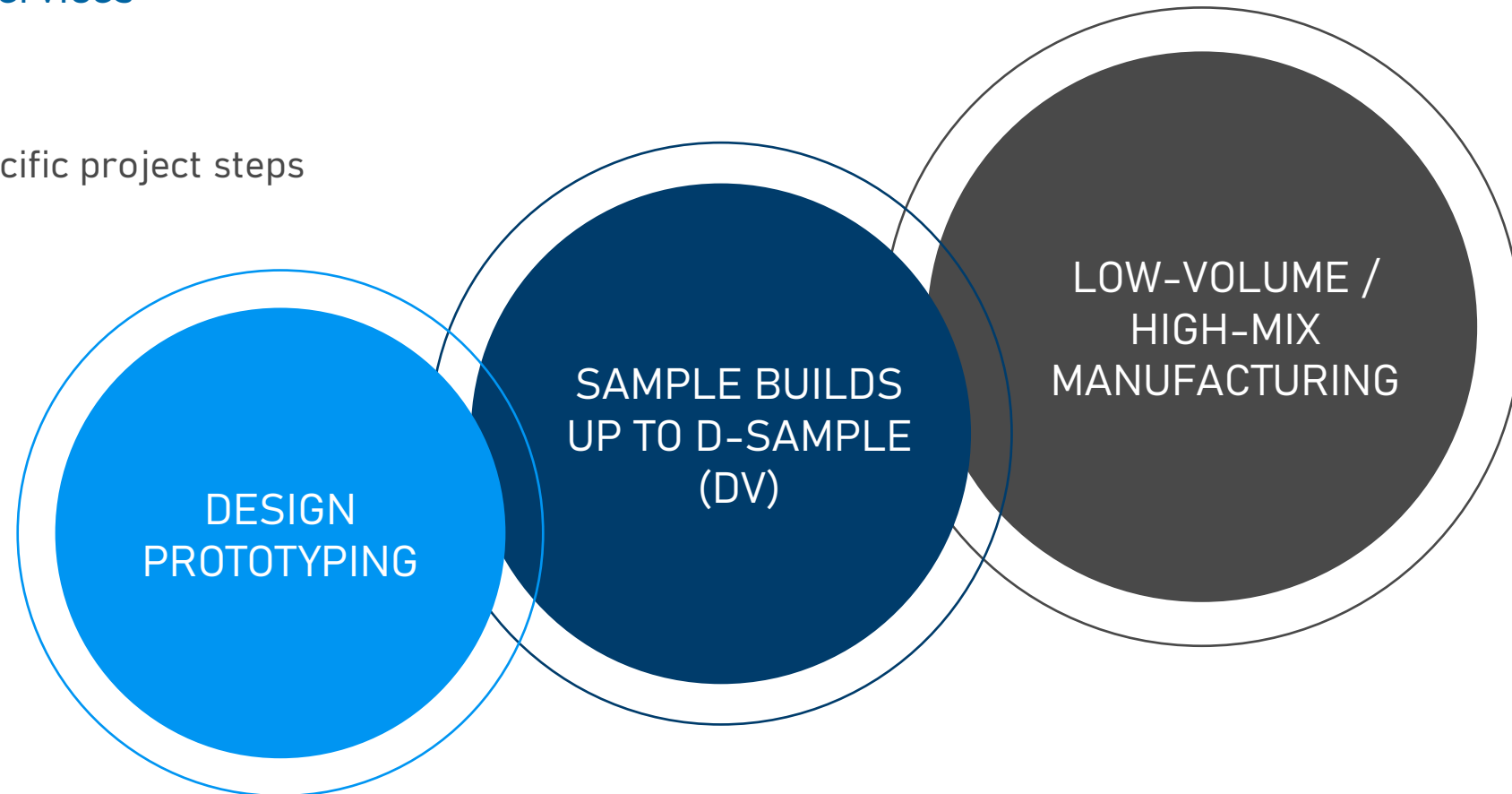
## Combination of Two Worlds

### (Contract) Design / Engineering Services

- PoC / sample builds
- Changes are welcome
- Budgets can be tailored to specific project steps

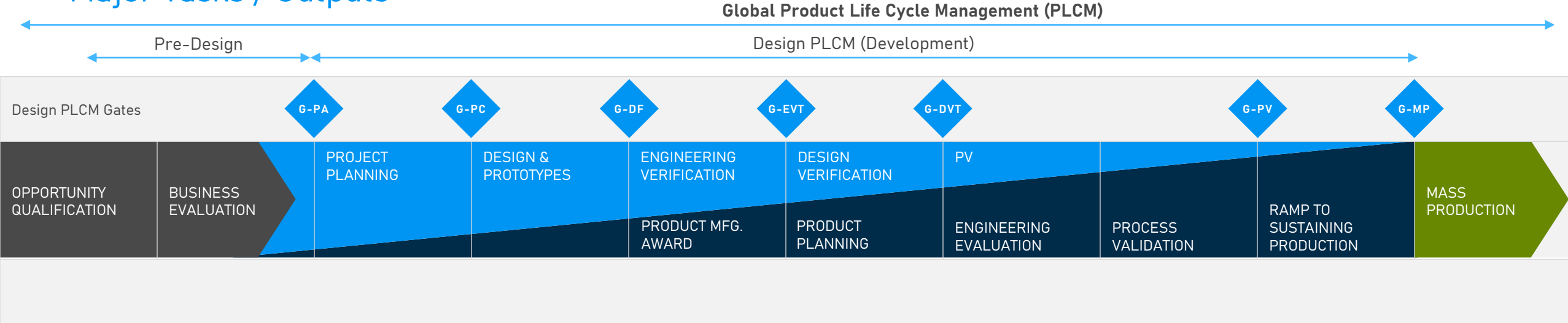
### Contract Manufacturing

- High-volume / BTP
- Changes are not possible
- “Everything is fixed”



# Successful Management of Product Maturity

## Major Tasks / Outputs



### Theory:

Transition From Design To Manufacturing

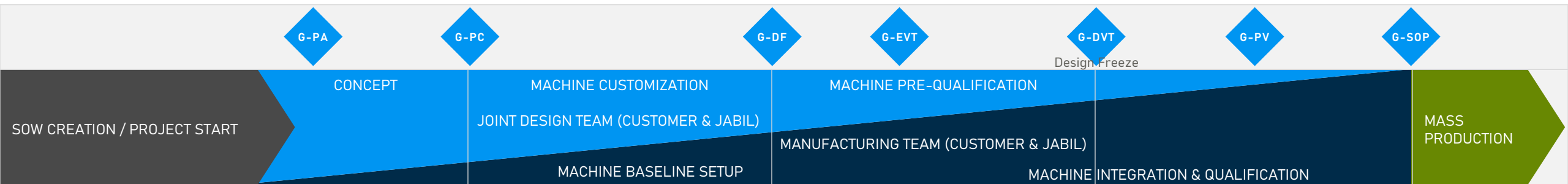
### Advantages:

- Hand in hand development of product & equipment
- Ability to react to design ,shortcomings'
- Focus on best product outcome (performance, yield, CT)
- Best knowledge-transfer structure
- Flexibility
- Good and fast response to changes

# Successful Management of Product Maturity

## Learnings From Previous Customer Projects – Collaboration

- ,OneTeam' approach (Design & Manufacturing) for best effectivity
  - Joint design team solves design and DfM topics together
  - Jabil design team able support transfer due to knowledge of the design
- Streamlined **NPI to MP transition** phase instead of fix handover date for best efficiency
- Both together ensure **best knowledge transfer**













# Localization Trends in Supply Chain

# Supply Chain Services Video Overview



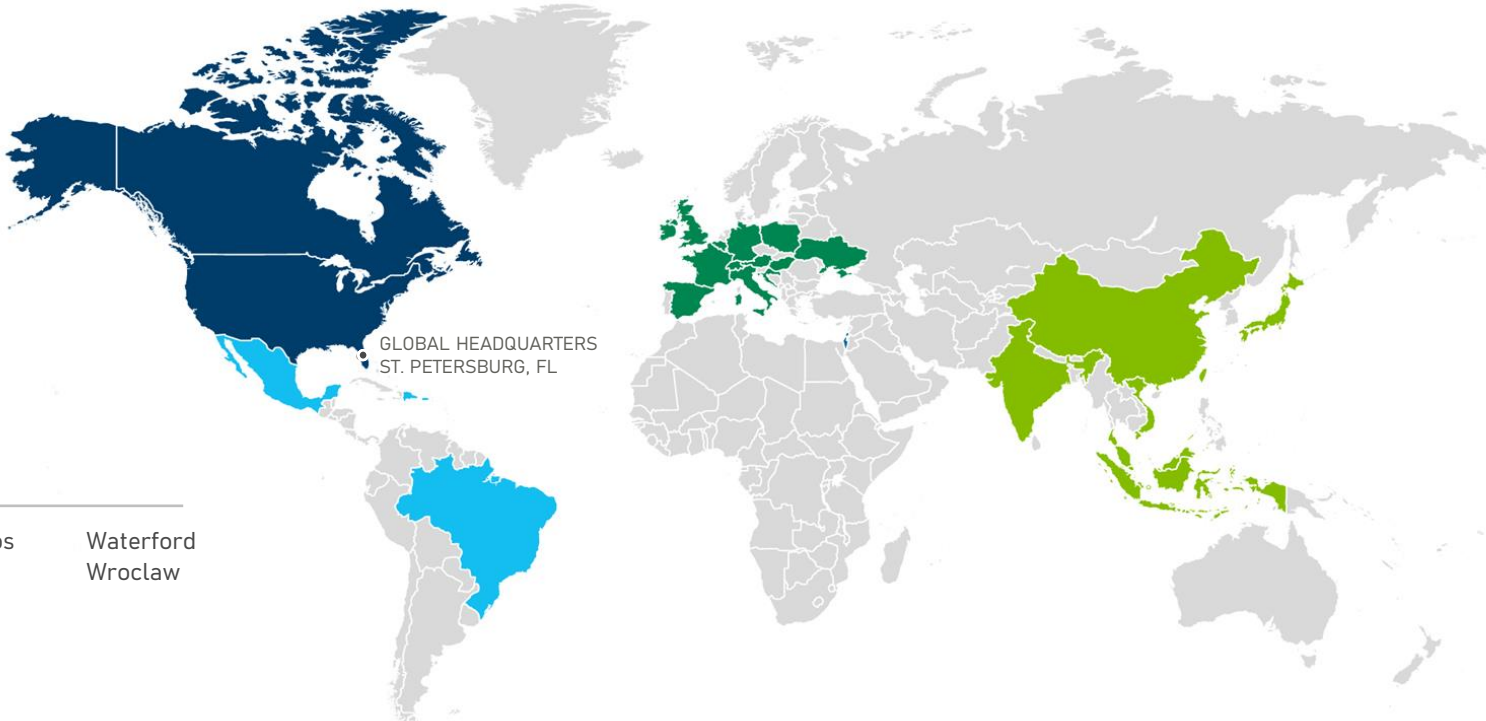
# Why Jabil Supply Chain?

	<h2>Global Expertise</h2>	<p>Leverage practitioners and scale across the globe</p>	<ul style="list-style-type: none"> <li>• 4000 buyers</li> <li>• 3000 supply chain professionals</li> </ul>
	<h2>Supply Chain Efficiency Models</h2>	<p>Optimize Footprint / BOM / AVL, Managing Cost and Complexity</p>	<ul style="list-style-type: none"> <li>• SC Optimization tools</li> <li>• BOM analytics (technology and AVL analytics)</li> <li>• Customer Centric – Not Supplier Centric model</li> </ul>
	<h2>Proven Technology Infrastructure &amp; Applications, Standard Processes</h2>	<p>Single source of truth and immediate access to standard processes driving execution and resiliency</p>	<ul style="list-style-type: none"> <li>• 1 instance of SAP globally</li> <li>• 1 instance of Kinaxis for S&amp;OP</li> <li>• Supply chain command center</li> </ul>
	<h2>Spend Leverage &amp; Supplier Relationships</h2>	<p>Access to Jabil scale and relationships benefits</p>	<ul style="list-style-type: none"> <li>• \$28B purchased annually</li> <li>• 36,000 suppliers</li> <li>• Global SRM Program</li> </ul>
	<h2>Unrivalled Global Sourcing Strategies &amp; Practices</h2>	<p>Best in class performance in disruptive and balanced market conditions</p>	<ul style="list-style-type: none"> <li>• Global commodity management for standard commodities (IMAC)</li> <li>• Quarterly re-pricing</li> </ul>
	<h2>Deep End Market Knowledge &amp; Insights</h2>	<p>Rapid action based on market conditions and trends</p>	<ul style="list-style-type: none"> <li>• Global category and commodities market intelligence refreshed quarterly</li> </ul>

# Global Operations Enable Localized Manufacturing

## 100+ Sites

Strategically Located Around the World



### ASIA

Bandung	Gotemba	Kulim	Shanghai	Taichung
Batu Kawan	Hachioji	Neihu	Shenzhen	Tianjin
Beijing	Ho Chi Minh	Penang	Singapore	Weihai
Changhua	Hsinchu	Pune	Sungai Petani	Wuhan
Chengdu	Huangpu	Sanchong	Suzhou	Wuxi

### EUROPE & MIDDLE EAST

Balsthal	Hägendorf	Kwidzyn	Misgav	Tiszaújváros	Waterford
Bettlach	Hasselt	Livingston	Nagyigmand	Tortosa	Wroclaw
Bray	<b>Jena</b>	Le Locle	Osijek	Tuttlingen	
Dublin	Kharkiv	Marcianise	Paris	Uzhgorod	
Grenchen	Knittlingen	Mezzovico	Raron	Vienna	

### LATIN AMERICA

Belo Horizonte	Juarez	Santo Domingo
Cayey	Manaus	Tijuana
Chihuahua	Monterrey	Torres
Guadalajara	San Cristobal	Valinhos

### NORTH AMERICA

Albuquerque	Auburn Hills	Chaska	Fremont	Lexington	Mebane	Ottawa	Vancouver
Anaheim	Austin	Chicago	Grand Junction	Manteca	Memphis	Pleasanton	West Chester
Asheville	Benicia	Clinton	Gurnee	Maple Grove	Monument	San Jose	
Atlanta	Burlington	Florence	Hanover Park	McLean	Mount Pleasant	St. Petersburg	

# Built on a Solid Foundation

1966

FOUNDED IN  
MICHIGAN, USA

TOP TIER

MANUFACTURING  
SERVICES PROVIDER

\$34.7B

REVENUE  
IN FY23



TENURED  
MANAGEMENT TEAM

250K+

DEDICATED  
EMPLOYEES

400+

CUSTOMERS ACROSS  
DIVERSE MARKETS

100+

SITES STRATEGICALLY LOCATED  
AROUND THE WORLD

50M+

SQUARE FEET OF  
MANUFACTURING SPACE

36K+

SUPPLY CHAIN  
PARTNERS

# Thank You

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MADE BETTER.**