



Hoesch Schwerter Profile GmbH

From a Profile Manufacturer to a System Supplier

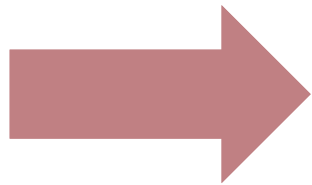
CALVI NETWORK MEETING 2016
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Increasing Requirements

Market and Customer

- Ever shorter product life cycles due to increased competition
- Growing system and product requirements
- Rising demand for more flexibility in construction
- Increasing product differentiation
- Expansion of innovative capacity
- Reduction of costs

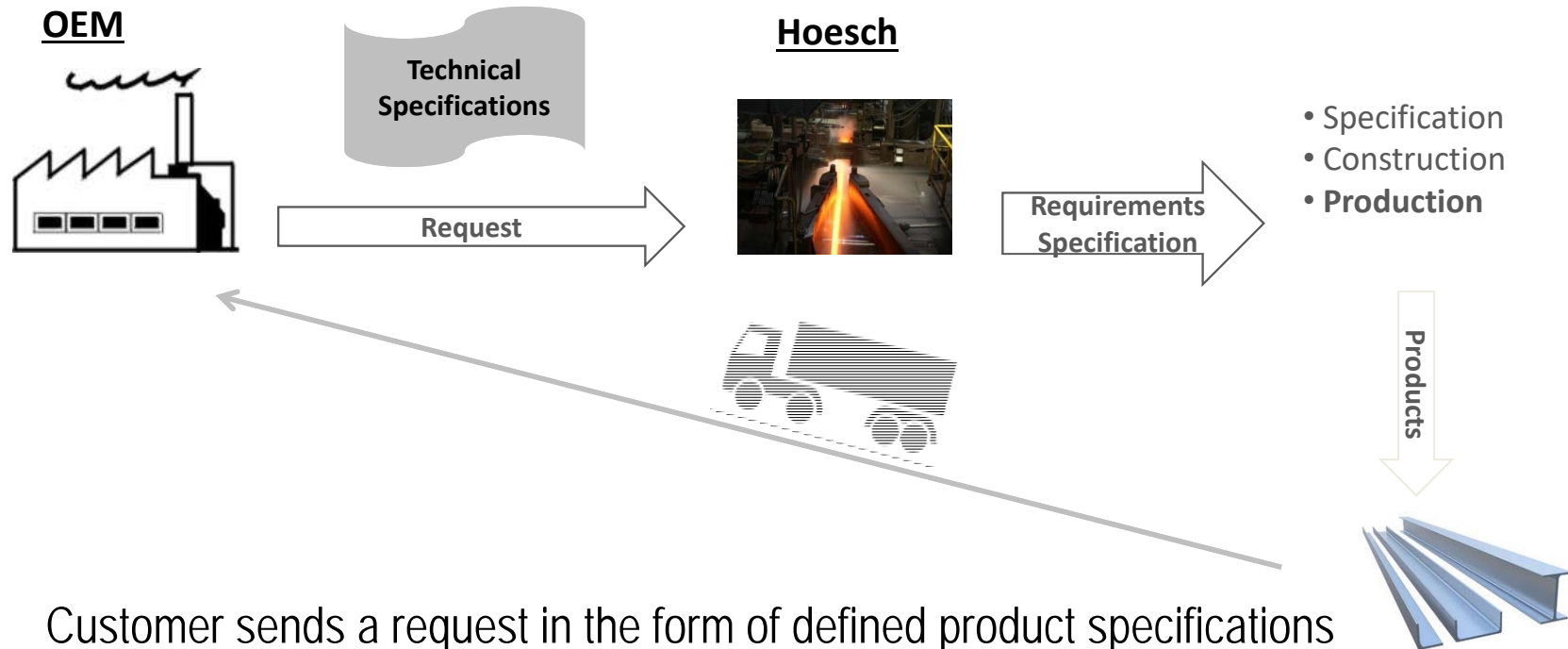


Wide, solution-oriented range of services from development, construction, and manufacturing to delivery.

Integration of the supplier in the development of technical concepts.

Process Flow Profile Manufacturers

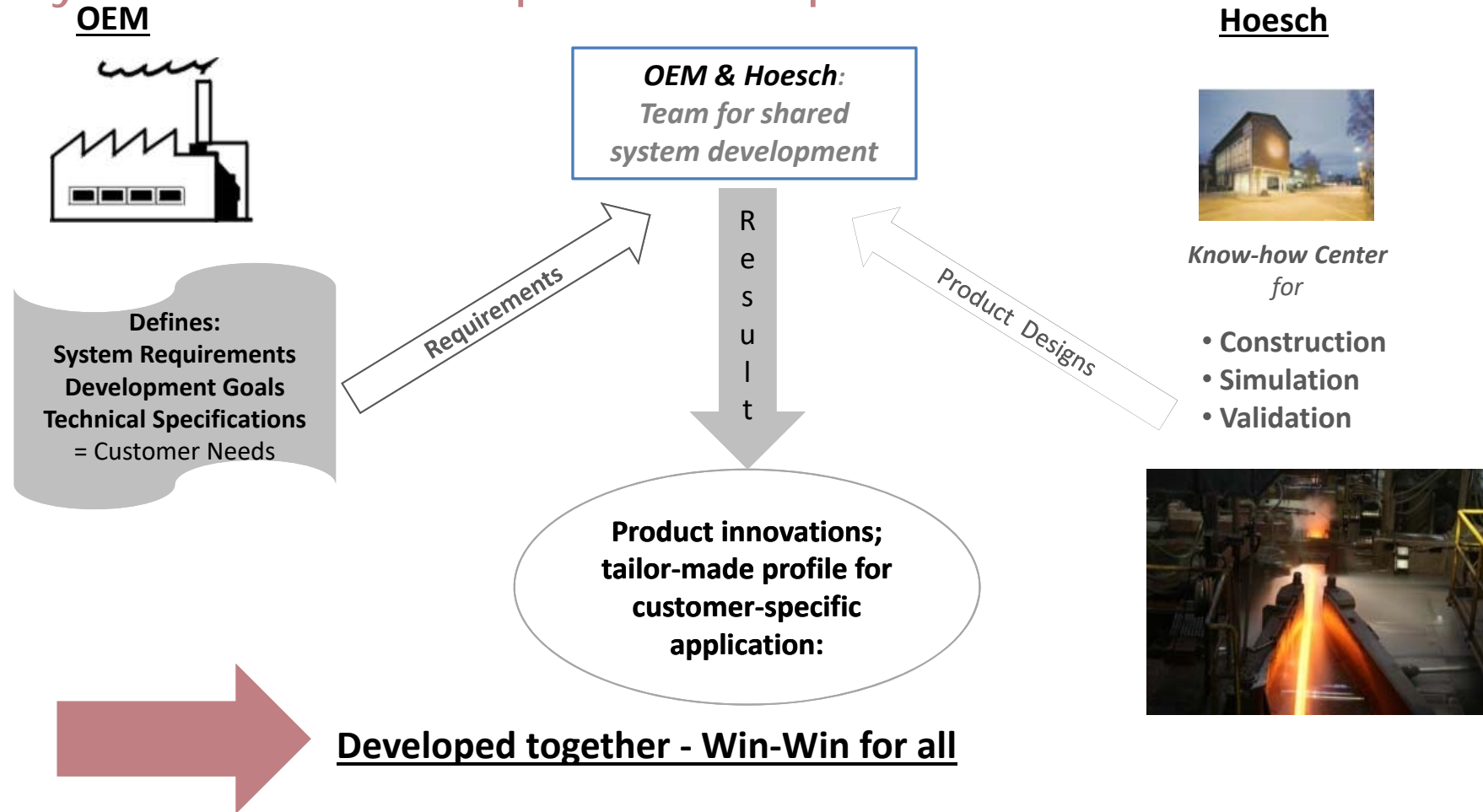
Product competence



- Customer sends a request in the form of defined product specifications
- Hoesch manufactures the product (profile) based on these specifications and delivers it to the customer
- The competence and value creation of HSP lies in the construction and production of the product so that it fulfills the specifications defined

Process Flow System Supplier

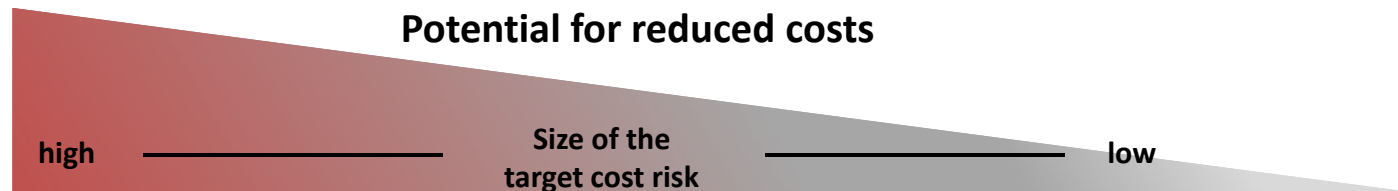
System and development competence



Development at a System Supplier

System Supplier and Development Specialist

	Concept Phase	Development Phase	Production Phase
Goals	Derivation of target costs	Realization of target costs	Target cost agreement
Direction of optimization	Product innovations ⇒ Development know-how	Reduce costs through partnership ⇒ Efficient and effective construction	Market price analysis to determine a supply agreement for the products developed
Primary Focus	Concept ⇒ Functions	Prototype / Developed Product ⇒ Functions / Product / Variants	Product/process optimization



Development at a System Supplier

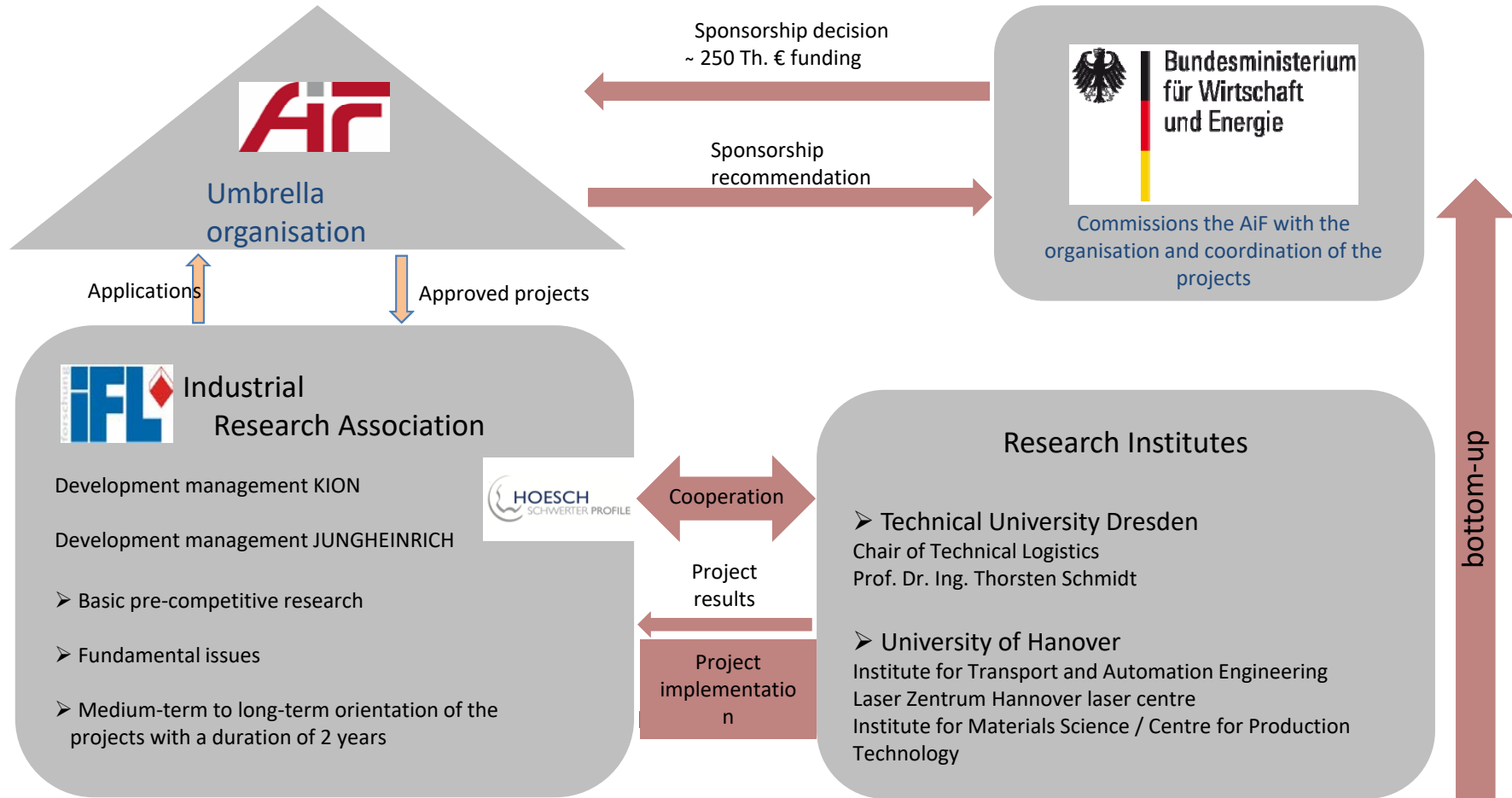
From the idea to the customer-specific solution

- Perform research and development work together, including with external partners
- Continuous exchange of technological and design information
- Use of a wide variety of manufacturing processes
- Wide range of processing capabilities
- Custom logistics solutions
- Service and solution-oriented customer service



Research

Sponsored Research Projects



Research

Customer applications-related developmental work

