

The SG Product Development and Related Quality Assessment

Supports business Owners and Executives in
assessing product development and quality
processes with skills, experience, and
creativity – to power their business success

The Development Process.....

- Defines the development phases
- Inputs and reviews for Customer Requirements
- Defines decision points through out the process
- Prepares product for manufacturing
- Design for Cost (DFX): OR, quality, test, manufacturability, service, usability, etc
- Defines critical test requirements
- Develops quality into the product
- Define key quality check points at each phase

Development Process Drivers:

- Current product history and market acceptance
- Future customer requirements
- Competitive analysis influencing product development
- Development and product cost alignment to revenue and profit estimates
- Quality requirements and impacts of product quality
- Importance of Intellectual Property
- Program schedule importance and cost impacts due to development overruns

Sippel Glidden can help!



- Highly experienced – currently 17 partner skill sets with 600+ years of professional practice
- Cover key business functions
 - ✓ Governance/Leadership
 - ✓ Strategy & Planning
 - ✓ Finance
 - ✓ Marketing/Sales
 - ✓ Operations/IT
 - ✓ Human Resources
- Flexible/affordable
- Fast/responsive
- Advantaged – access to all partners/skills thru each advisor
- Low risk – ‘opt-out’ engagements

Sippel Glidden is unique!

- We advise on and support nearly every business function
- We offer substantial flexibility and capacity with 15 partners
- Every SG advisor can quickly access any partner's skill set
- Our Senior Partners provide strategic/executive experience



Our Process

The Road to Product Development & Quality Improvements...

1. Initial Assessment
 - Led by Senior Partner
 - Determine Management Goals
 - Review Current Processes
 - Understand Current Development & Quality Process
 - Sippel Glidden Assessment and Recommendations
2. Build Reporting Package
3. Recommendations and Follow-on Proposal

Questions for Consideration

Do you have?

Project Management Skills

Trained Project managers

Development process

Quality process

*DFX...design for manufacturing, cost, quality,
etc.*

In addition do you have?

A Development Handbook

A Manufacturing Handbook

A Quality Handbook

An Employee Handbook

Ongoing SG Support Services

Product Design reviews

Quality audits

Manufacturing reviews

Product & manufacturing readiness

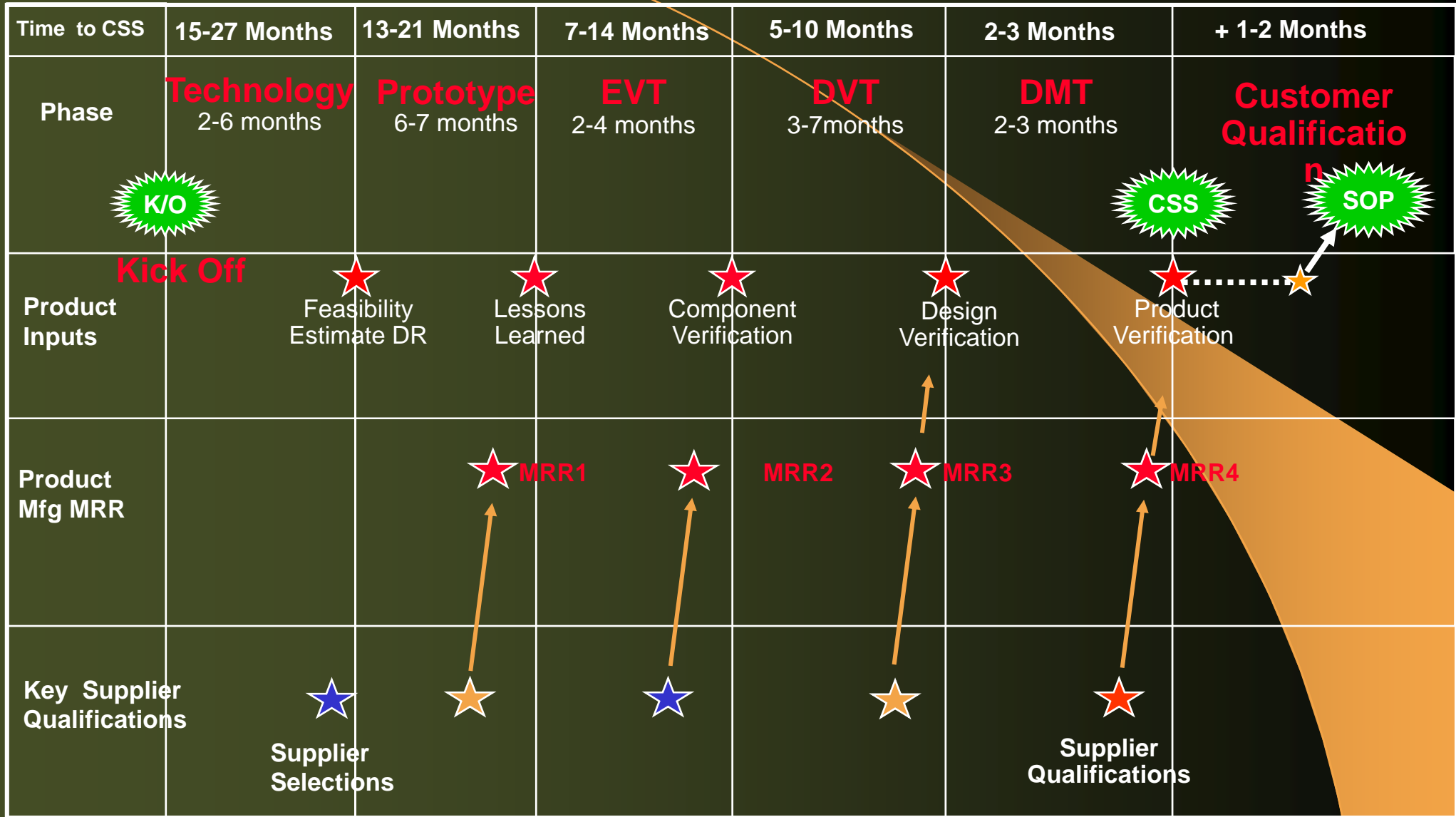
Updates to development and manufacturing program handbooks

Training or training modules to enable customers to become self-sufficient.

Examples of some potential training sessions

- Strategy and planning
- Business and product strategy
- Project and product business case
- Product development strategy
- Competitive Analysis
- Product planning and management
- Design for manufacturability, quality, cost
- Intellectual property management

Typical Product Development Process and Schedule 9



EVT Engineering Verification Test
 DVT Design Verification Test
 DMT Design Maturity Test

MRR: Manufacturing Readiness Review
 CSS: Customer Ship Support
 SOP: Start of Production



Product Development Dashboard example

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Key Gauges To Watch

Schedule



- Key Check points met
- Manufacturing readiness progress
- Suppliers selection

Qualification



- Number of problems found
- Problems resolved and closed

Quality



- Supplier Quality plan
- Closed Loop problem resolution

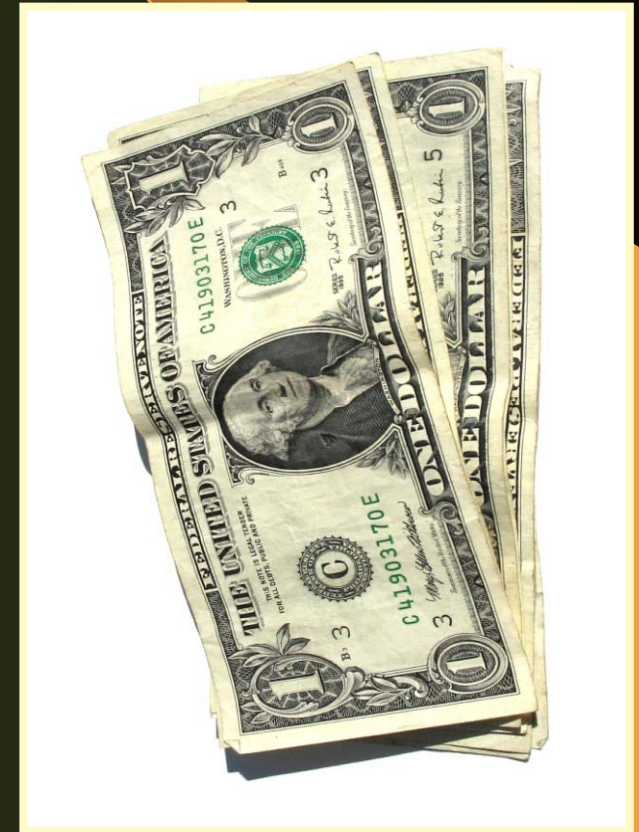
Other



- All Lessons learned inputted and verified

SG Product Development & Quality Assessment Service

- | | |
|--|-------------|
| <ul style="list-style-type: none"> Assessment Fee <p><i>On site Visit</i>
<i>SG Analysis</i>
<i>Report and Presentation</i></p> | Fixed |
| <ul style="list-style-type: none"> Development Package | Proposal |
| <ul style="list-style-type: none"> Ongoing Analysis and Support | Monthly Fee |



The SG Advantage . . .

You control our service level . . .

with access to all of SG's experience;

to improve your profit and business value!

The SG Product Development & Related Quality Assessment

The SG Financial/Management Reporting Assessment

The SG Human Resource Policy/Practice Assessment

The SG Manufacturing Program & DFX Assessment

The SG Quality Management System Assessment

The SG Board/Business Advisor Assessment



Please visit our website at:
www.sippelglidden.com