



SYNOPTIC FOR CUSTOMER REQUEST SPECIFICATION

JEU-21 October 2016

"No. 1 & Only One"

Synoptic spec for Customer request after LOI

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Customer Request

E-mail Or verbal Sales
Support application

E-mail

Others dept.
Action follow up

CPO or Share point Others dept.

Data's collection

Sales TMA/Offer

Request Type:

- Commercial
- Technical study
- Prototype part
- Logistic study
- Capacity study
- Quality claim
- Other

CPQ interface:

- 1° Affect demand to:
- -The right department/plant
- The right person(s)
- 2° With input datas:
- Part reference / Name
- Volume plan
- Answer dead line
- 3° File tracking N°

CPQ interface:

- 1° Actors lead time:
- -Warning Email to sales
- 2° Action plan definition:
- Pre-Study
- Application schedule
- Study
- Internal quotation
- Supplier quotation
- Final report
- 3° Action plan status

CPQ interface:

- 1° Quotation breakdown:
- Part cost
- Development cost
- Investment cost
- Prototype cost breakdown
- 2° Application schedule
- 3° Technical description & file N°
- Current → Proposal

CPQ initial input: LOI Contract conditions:

- Project name, designation, part number
- Prototype offer, productivity, volume plan, schedule, Price breakdown, payment condition, quality engagement, warranty
- Logistic (packaging, incoterm, Warehousing, Sequency, Logistic analysis breakdown,...)
- Tooling investment, Development cost

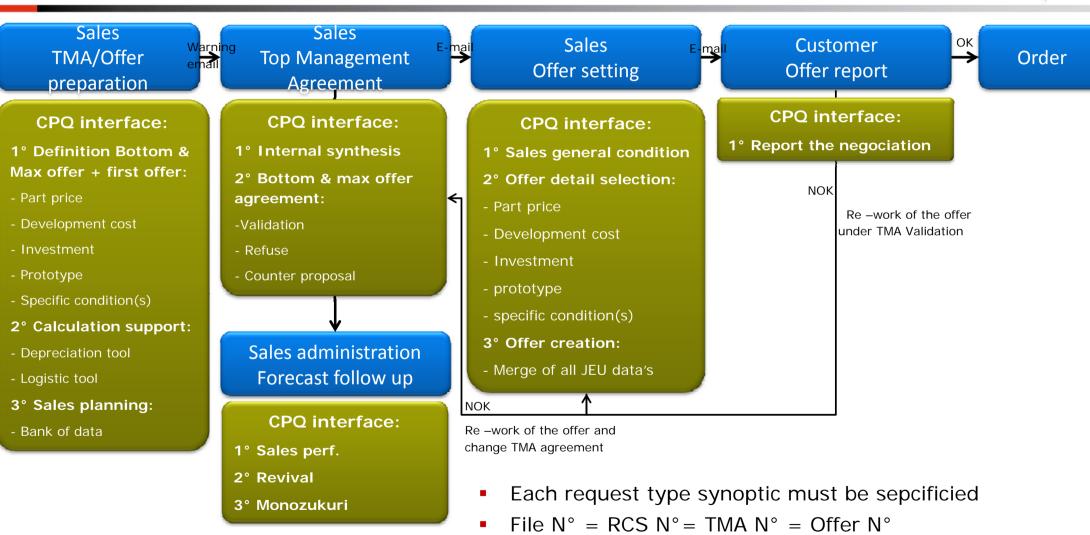
- Each request type synoptic must be sepcificied
- File N° = Request for Cost Study N° = TMA N° = Offer N°

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Synoptic spec for Customer request after LOI

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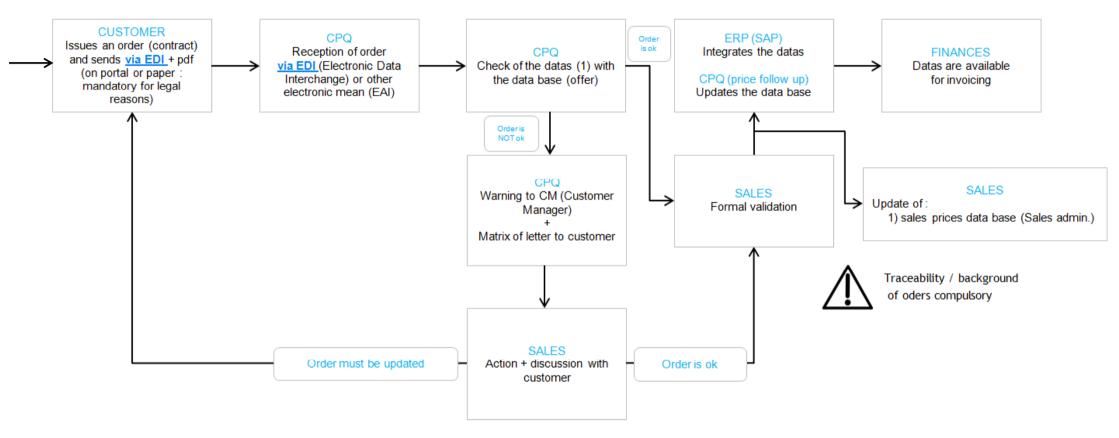




Synoptic spec. for Customer request after LOI

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- (1) Datas: price, "donneur d'ordre", validity, implementation date, ...
- Each request type synoptic must be sepcificied
- File N° = RCS N° = TMA N° = Offer N°

TMA internal document frame "Technical and logistic modification" Keep all versions



Modification type							Responsible Customer N			Offer N°		
Design change/	Diversity	Material	Local	integration / LCC	Manufacturing		Customer / Name				Х	
Technical	reduction change process				JTEKT / Name		Initial date		Updated date			
								Х				
Current solution Propose				d solution/ Detail	design note N° XXX	Χ	Detail offer vs internal quotation					
			•				Part impact		Cost	Р	rice	Margin
							Development cost: Total Amount: Depreciation volume Depreciation cost by Investment: Total amount: Depreciation volume Depreciation cost by APR: Comments:	y part: e:				
Potential savings FY	′2016(k €)			Risks of the pr	roposal	Ac	tions done					
Impact: XXk€/ Height: XXK€				To be comp	leted	• .						
	0	•		Resources ne	eded	Ne	ext steps					
0 Q1	0 Q2	Q3	0 Q4	Supplier: TICustomer: T								
Implementation timel						De	cision needed					
Jan Feb Mar Apr	May Jun Jul	Aug Sep Oct	Nov Dec	Payback		•						
	SOP			"								

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Offer frame "Technical and logistic modification"



Keep all versions

Modificat	Responsible	Customer N° Offer N°			
☐ Design change/ ☐ Diversity ☐ Material Technical reduction change	Local integration / LCC Manufacturing process	Customer / Name JTEKT / Name	Initial date X Updated date X		
Current solution	Proposed solution/ Detail design note N° XX	ХХХ	Detail offer		
	• .	Saving /part X € /part	Part price impact: Development cost: Total Amount: Depreciation volume: Depreciation cost by part: Investment: Total amount: Depreciation volume: Depreciation cost by part: Comments:		
Potential savings calendar year 2016(k€)	Risks of the proposal	Risks of the proposal Actions done			
■ Impact: XXk€/ Height: XXK€	To be completed	•			
0 0 0 Q1 Q2 Q3 0	Resources needed Supplier: TBD Customer: TBD	Next steps			
Implementation timeline 2016	33333333	Decision needed			
Jan Feb Mar Apr May Jun Jul Aug Sep Oct	Nov Dec Payback	- Bedision needed			
SOP	• .				

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