

# Toyota Battery Manufacturing NC

Supplier Qualification Discovery



**TOYOTA** Battery Manufacturing North Carolina



BelPak brings \$400M revenue, 1,000 employees, and 30+ years of OEM experience



The Opportunity

- Contract packaging and logistics services
- Embedded operations model proven with Subaru
- MBE certification supports Toyota diversity goals
- Strategic Value 25+ facilities with national coverage



Key Gaps to Address

- ⚠ No hazmat experience - critical for battery handling
- ⚠ ISO 9001/IATF 16949 certifications required
- ⚠ Battery packaging expertise needs development
- ⚠ Toyota interest in outsourcing not yet confirmed

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BelPak's 8 competitive advantages position them as **Toyota's ideal partner**

25+

FACILITIES

1,000

EMPLOYEES

99.6%

OTIF RATE

45

DAY  
STANDUP

V+

Strategic Value+

Parent

Corporate Profile

Red Arts Capital

Legacy Companies


Coregistics

Best fit - closest to

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BelPak's **Subaru embedded operations** may provide a model for Toyota - **but key differences exist**

**Current Subaru Operations**

✓

**Portland, OR & Indianapolis, IN** locations

✓

**On-site presence** within Subaru facilities


✓

**Parts packaging** - windshields, brakes, headrests

✓

**Facilities maintenance** for 29

V+ Strategic Value+

**Key Differences for Toyota**

⚠

**Hazmat handling** - no current experience

⚠

**Battery packaging** - specialized expertise needed

⚠

**Temperature control** - different requirements

⚠

**DOT compliance** - new


# Potential service categories for Toyota Battery - all require hazmat capability development

**Packaging Services**

→ **Protective packaging** for battery modules

→ **Temperature-controlled** shipments

→ **Shock**

**Embedded Logistics**

→ **On-site** facility management

→ **Receiving** and inventory

→ **Internal** logistics coordination

**Hazmat Services**

→ **DOT-compliant** packaging

→ **Hazardous materials** labeling

→ **Regulatory** documentation



V+

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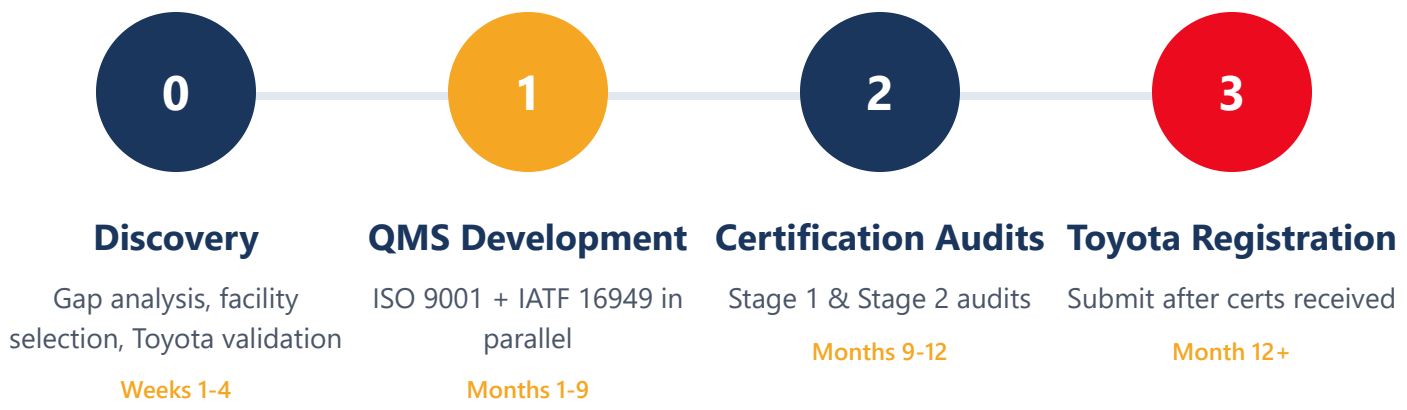
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# Certification requirements - 9-12 month timeline for ISO 9001 + IATF 16949 (done in parallel)

Certification	Description	Status	Timeline	Est. Cost
ISO 9001:2015	Quality Management System	Systems may exist	9 months minimum	\$15-30K/facility
IATF 16949	Automotive Quality (if required)	Gap	12 months minimum	\$50-100K/facility
 Strategic Value+ V-Hazmat Compliance	DOT Battery Handling	Gap	TBD - need expert	 BELPAK 6 - site-specific

Recommended approach: **Discovery first**, then **parallel certification** of selected facility(ies)



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Phase 0 Deliverables

Key Decisions for BelPak

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Preliminary investment estimate: **\$275K - \$490K** for **focused scope** (1 facility, core certifications)

Category	Low Estimate	High Estimate	Notes
ISO 9001 (1 facility)	\$15,000	\$30,000	9-month timeline
IATF 16949 (1 facility)	\$50,000	\$100,000	If required - 12-month timeline
Hazmat Compliance	\$30,000	\$60,000	Site-specific, handlers only
<div><div><div>V+</div><div>Strategic ESG/Safety Documentation</div></div></div>	\$10,000	\$20,000	Overlay with QMS



**Critical risks** must be addressed before significant investment

Risk	Impact	Mitigation
<b>Toyota may not outsource</b>	Critical	Validate Toyota's outsourcing intentions before investing
<b>No hazmat experience</b>	Critical	Engage hazmat expert; assess if this is right for BelPak
<b>Battery packaging complexity</b>	High	Bring in packaging expertise; this may be the real opportunity
<b>Costs</b>	High	Start immediately; 6 months just to schedule

# Key questions to answer before proceeding

## Questions for BelPak

- ? **Which facility** would serve Toyota? Proximity matters.
- ? **Which entity** serves Subaru? Same site for Toyota?
- ? **MBE certification** - which entity holds it? Ownership %?
- ? **Hazmat interest?** Do they want this capability?

V+


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## Questions About Toyota

- ? **Outsourcing plans?** Will they outsource packaging?
- ? **Timeline?** When do they need suppliers?
- ? **Requirements?** Specific certifications needed?
- ? **Packaging specs?** What actually need?

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# Strategic Value+ Team and immediate next steps



SV+ Team

→

Nelinia Varenas - CEO

→

Roy Dickan - CRO, NC Lead

→

Dave McFarland - Quality Expert

→


Nate Hallums - ESG Expert

→


Brian Stitt - CTO

→

Icy Williams - Client Liaison



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Immediate Next Steps

✓

Schedule discovery meeting

✓

Clarify Subaru facility/entity

✓

Validate MBE certification

✓

Assess Toyota outsourcing

✓

Engage hazmat expert

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# Thank You

Ready to Begin Discovery?

Strategic Value+ Solutions

Nelinia Varenas, CEO | Roy Dickan, CRO

