



### Development in project mode: a better product, cheaper, faster.

In B to B industrial activities, the creation of a product in project mode is recognized as the most efficient solution to lower costs, time-to-market and non-qualities.

Practically, there are many difficulties, and 25 % of projects are delayed...

The company resources are not enough for the project

The project objectives have not been accurately defined

We have not the right internal skills in project management

The projects are borne by operational people, who allow higher priority to their daily tasks

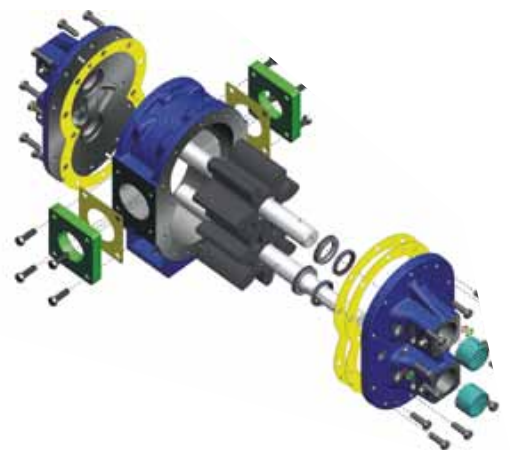
**Do not suffer anymore : let's pilot your projects !**

#### You wish to optimize your projects

- You want to strengthen the steering of your projects, to speed up their completion;
- You wish to focus and spare your internal resources;
- You want to assist or train your project managers.

#### **AppTek proposes:**

- *To organize the project to reach cost, time and quality targets;*
- *To draw the scheduling, the indicators and their follow-through;*
- *To train and back the project manager and the project team;*
- *... close to your daily reality, your teams and your objectives.*



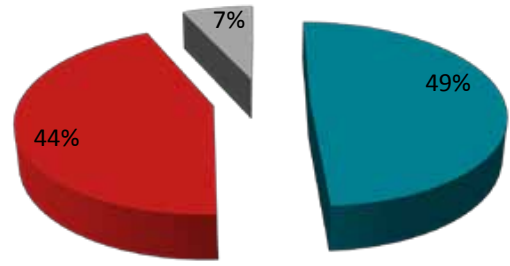
# Case study: from a project without steering to a well-piloted project

## The context:

A mid-size company plans to develop a complex electro-mechanical product, to be delivered to an OEM, and aimed to generate:

- 7.5 M€ revenue for 500 units per year.
- 30% gross margin.

The budget amounts to 900k€ distributed as shown on the right figure, without external pilot. The provisional lead-time is 18 months.



■ Project team ■ Prototypes & industrialization ■ Project management

## Common case:

Without pilot, the project is delayed by 1 month, the customer is upset for the late delivery, and the penalties reach 10% of the not delivered items.

## The pilot:

AppTek piloting brings additional skills, a method that has been validated in global companies, an external point of view, and accuracy in tasks and risks monitoring. This allows saving time, and one prototyping step.

Indicators	Weak steering	Efficient steering	Delta
Project duration	19 months	16 months	-3 months
Project cost	960 k€	821 k€	-139 k€
Cash-flow at 21 months	-630 k€	+ 51 k€	+ 681 k€
Client satisfaction (1-4)	1	4	3

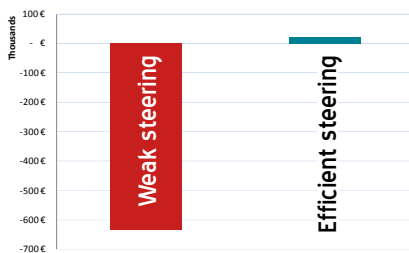


On project cost →

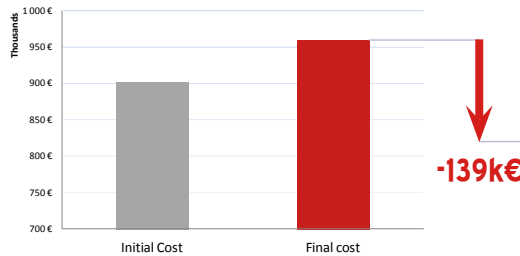
On cash-flow



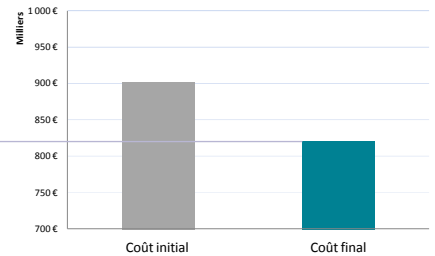
Cash-flow after 21 months



### Weak steering



### Efficient steering



## The explanation:

Project piloting triggers the virtuous circle:

- Performing project methods allow saving 2 months compared to schedule.
- Risk mitigation allows reducing prototyping.
- Product sales are anticipated by 3 months: the cash-flow turns positive from the 21<sup>st</sup> month.
- The clients are served earlier, and save time on their schedule.



AppTek's intervention leads to lower project costs by 15%, and to anticipate the Return On Investment by 3 months.

Whether your project is more ambitious, or smaller, we are ready to audit and pilot it, aboard your company, to serve your product.