



UNLOCKING COST EFFICIENCY AND RESILIENCE IN THE AUTOMOTIVE SUPPLY CHAIN



REALITIES OF THE MARKET TODAY



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Inflation is a long-term reality—not a temporary bump



Traditional cost-cutting is no longer enough



Companies that proactively manage costs are outpacing competitors



Strategic savings = margin expansion + resilience

DEFINING THE CHALLENGES

As a leader you are tasked with finding ways to improve margins




Gather your team and conduct a brainstorming workshop



Days, weeks and months go by...


IMPROVE MARGINS

 Operations/Lean

COST SAVINGS

 Purchasing

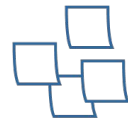
 Engineering

 Human resources

 Information technology

OPEN COMMERCIAL ISSUES (Tariffs)

 Sales

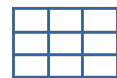


Post-It Notes



Flip charts

...



Excel



EVERYONE PLAYS A ROLE

Cost Savings

“It has to be in our DNA”

ENGINEERING

- VAVE
- Process automation
- Material optimization

SUPPLY CHAIN OPERATIONS

- Price optimization
- Cost avoidance
- Supplier negotiations

IT

- Vendor management
- Asset optimization
- Workforce optimization
- Cloud cost optimization
- Application rationalization

MANAGEMENT

FINANCE

SALES

- Open commercial issues recovery
- Streamline sales processes
- Customer relationship management

LEAN/OPERATIONS

- Scrap reduction
- Workforce optimization
- Cycle time improvements
- Route optimization
- Quality

HUMAN RESOURCE

- Safety
- ESG
- Employee wellness

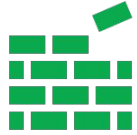
FACTORS THAT DRIVE SUCCESS



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Executive sponsorship and support



Institutionalization



Integration with financial reviews



Promote read across

Transforming data into actionable information: A shift from reactive to proactive

Make Cost Savings part of your culture

Easy, Intuitive Systems

CAPTURING VALUE WITH IDEA GENERATION



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Transformational Initiatives



1 ↔ Many ↔ Many More

Measures that span across business units, locations and departments

- Business Unit
 - Portfolio/Theme 1,2,3...
 - Program/Platform 1,2,3...
 - Department 1,2,3...
 - Measure 1,2,3...

Transformational Measures

- LEAN CULTURE
- PURCHASING
- ENGINEERING
- HR
- IT
- SALES
- INNOVATION

1 ↔ 1

Measures from any department. Users with email addresses that will enter and manage ideas

- Business Units
 - Location
 - Department
 - Idea 1,2,3...

Global Employee Engagement



1 ↔ 1

- Shop Floor Operators
- In-field Employees/Technicians
- Suppliers

Includes an automated feedback loop for the idea submitter

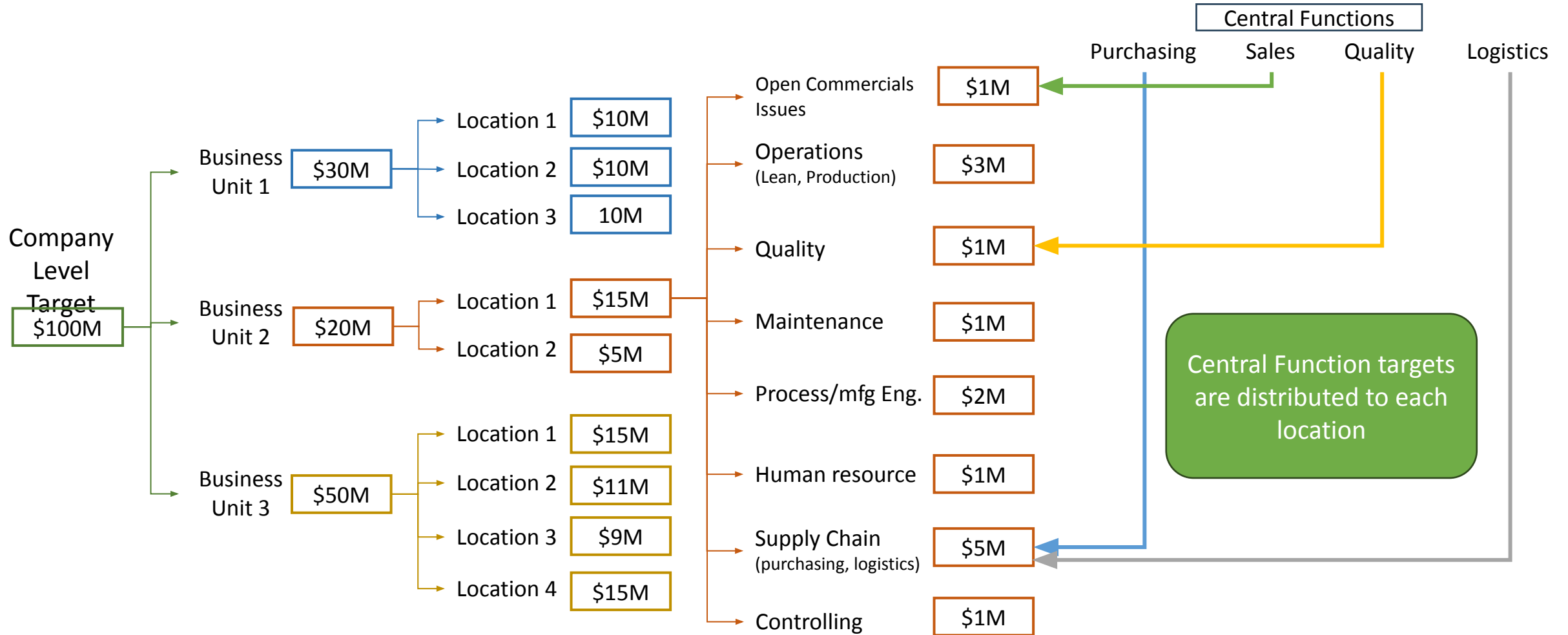
CAPTURE ALL INITIATIVES IN ONE PLATFORM



TARGET SETTING (EXAMPLE SCENARIO)



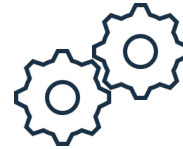
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STANDARDIZED IMPLEMENTATION LIFECYCLE



DEFINE TARGETS



Idea Generation

New ideas are generated and entered in the system

Evaluate

Identify potential savings and definition of the idea

Validation (Optional)

Technical and manufacturing feasibility evaluate

Implement

Execute and track progress of idea implementation

Executed

Idea is fully implemented and is pending financial verification

Realized

Financial verification of impacted G/L account

Curator Holding Box

Approval Workflows ○→□→◇→○



Canceled idea database

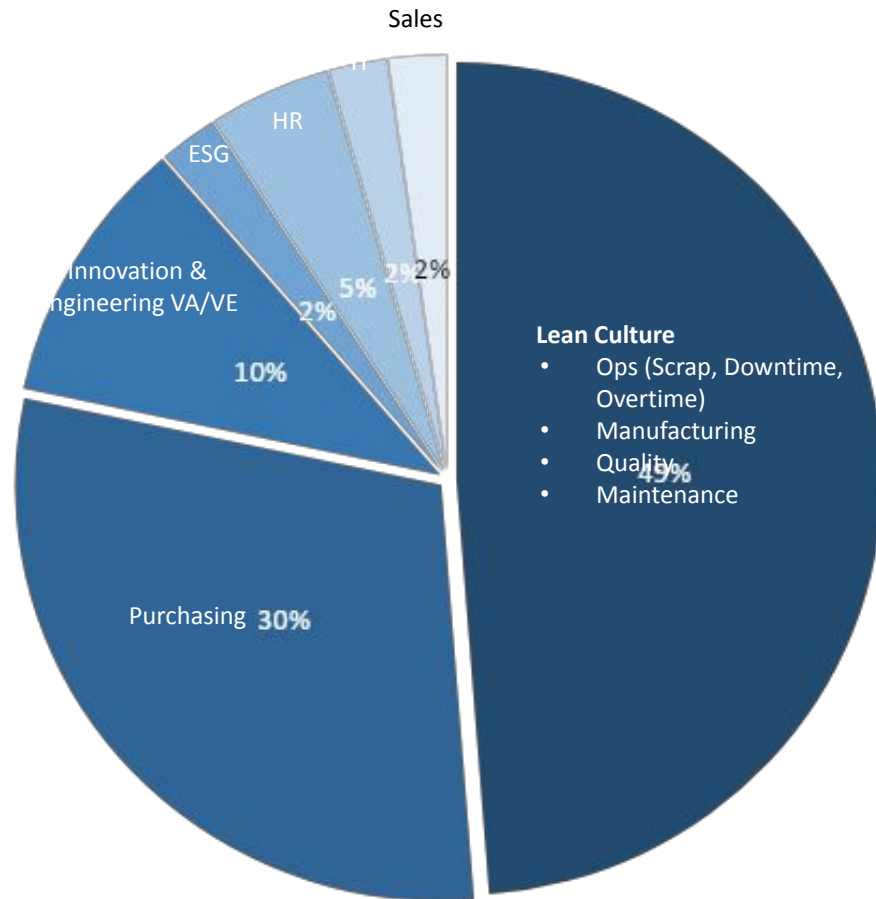
General Ledger Account
Cash in Bank - 1111000
Outstanding Cheques - 1112000
Deposits in Transit - 1113000
Petty Cash - 1114000
Cash Equivalents - 1115000
Short-Term Investments - 1115500
Accounts Receivable Trade - 1121000
Accounts Receivable Tooling - 1122000
Accounts Receivable Unapplied Cash - 1123000
LTA/Pricing Reserve - Contractual - 1125100
LTA/Pricing Reserve - Non-Contractual - 1125200
Accounts Receivable Other - 1126000
AFDA Trade - 1124000
AFDA Tooling - 1124200
AFDA Other - 1124300
Inventory RM - 1131000
Inventory Semi-Finished - 1132000
Inventory FG - 1133000
Inventory Tooling & Prototype - 1134000



CAPTURING VALUE ACROSS THE ORGANIZATION



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Lean Culture Scrap, Manpower, Cycle Time, Route Optimization, Quality



PURCHASING - Price optimization, Cost Avoidance



ENGINEERING - VA/VE



Human Resources- Safety, ESG, Employee Wellness



IT – Software, Hardware



SALES - Open commercial issues recovery



CASH FLOW - Capital and Inventory



INNOVATION - Speed to Market

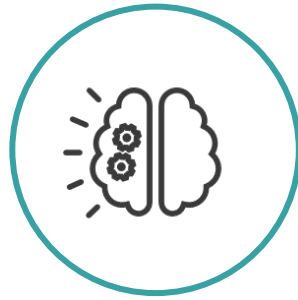
BUILDING A COST SAVINGS CULTURE



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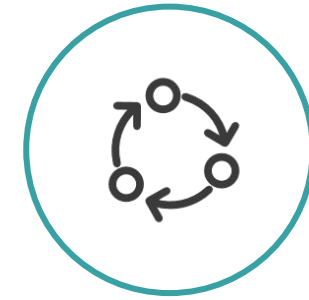
Foster real-time
cost visibility
across functions



Empower teams to
detect and plug
cost leaks early








Build accountability
with transparent
metrics and
ownership




Create a repeatable
model of continuous
improvement

HOW TOOLS CAN DRIVE VALUE


-  Centralize initiative tracking with clarity
-  Department-level visibility to compare and benchmark progress
-  Real-time alerts on cost deviations and missed milestones
-  Connect every action to tangible ROI



Charts and Reports
Measure progress, remove roadblocks



Target Allocation
“Begin with the end in mind”
Function and Location based Targets



Read Across
Search idea library
Clone Ideas



Collaboration
Organization wide access
Multilingual



Global Employee Engagement
Idea generation from all parts of the organization



Real Time Alerts
The right information at your figure tips

THE COST OF INACTION IS TOO HIGH



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The winners in this economy are those who act with speed and insight



Build a resilient, data-driven cost culture—before it's too late



Align your team, tools, and strategy for sustained profitability

Scan to contact us!



Let's connect if you're curious how we're doing this with MiNDCAN Profit+™

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Scan to contact us!



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