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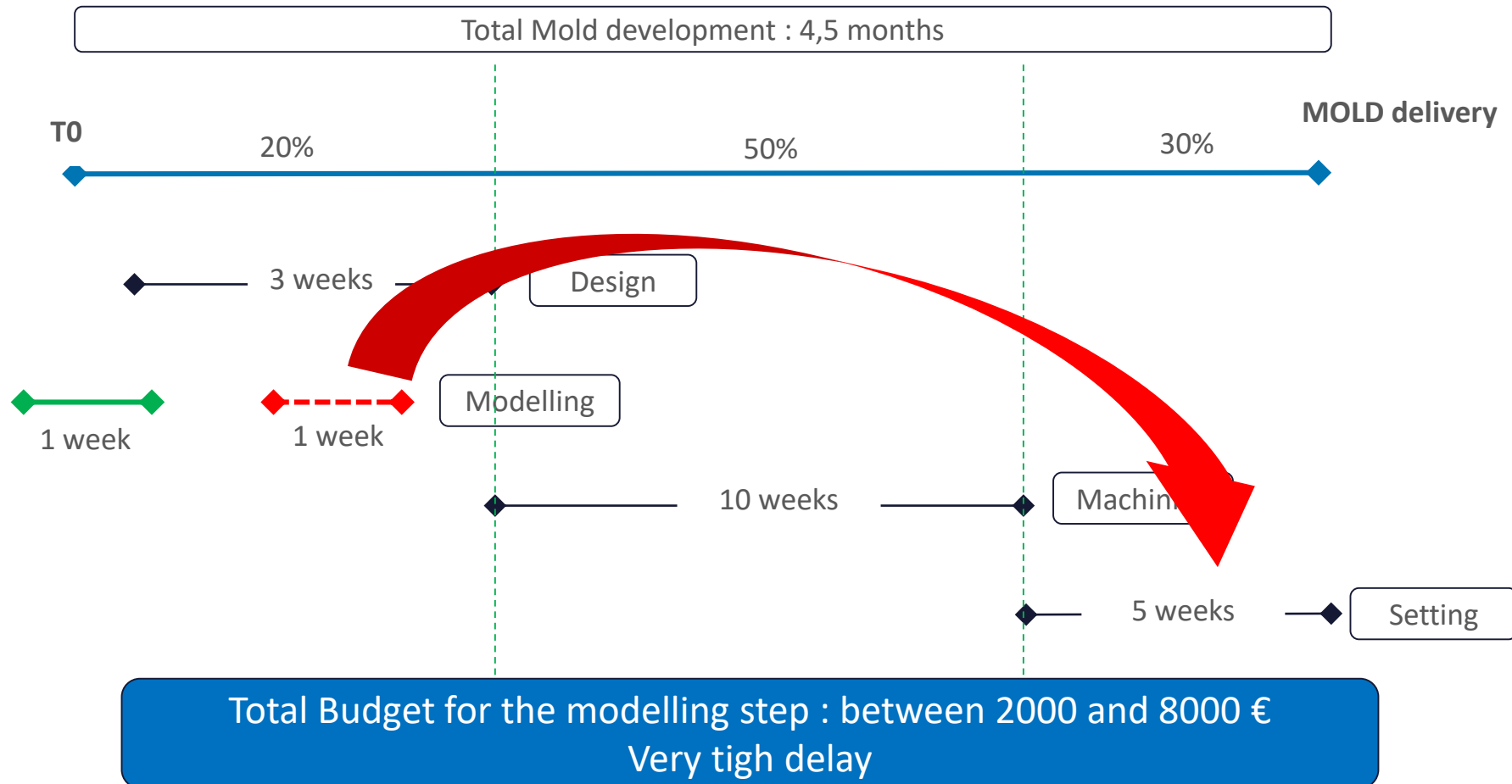
ECCM-ECFD 2018

PRACTICAL TIPS RELATED TO THE TRANSLATION PROCESS:  
Q&A

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## Generic Mold Development workflow



## ➡ Direct Benefit

<b>Annual product quantity to be produced</b>	400 000
<b>Life time of the mold</b>	4 year
<b>Gain on the product cost</b>	0.03 €
<b>Direct Benefit</b>	<b>48 000 €</b>

*Product cost = Material + Manufacturing + Transportation + packaging*

**Modelling cost is spread over the product cost on 4 years**

This is possible because the mold maker is also the plastic converter

If not

**Modelling directly impact the final cost**

*Mold cost = Design + Modelling + Machining + Setting*

## ➔ Indirect Benefit

<b>Cost of a set up</b>	3 000 €
<b>reduction of number of set up</b>	3
<b>Indirect Benefit</b>	<b>9 000 €</b>

*Benefit on setting almost cover the the modelling cost !*

## ➔ ROI

<b>Direct benefit</b>	57 000 €
<b>Investment</b>	10 000 €
<b>ROI</b>	<b>4,7</b>

*ROI is very important for the plastic converter side not for the mold maker*

- Our modelling experts are a mix between engineers coming from the industry and doctors
- Understand how the cost of modelling is spread on the final product
- Understand collateral benefit
- Listen the client : sometimes he comes with a very interesting case to be modelled but he only want a static mechanical study or his budget is tied : try to sell miracles is counterproductive
- Currently, modelling is seen as a overcost in traditional workflow. Time is needed to make understand that modelling provide
  - a better quality of the product
  - enables **knowledge capitalization**

THANKS FOR YOUR ATTENTION !

