

**HCM** Hitachi Construction Machinery Trading Co.

**HKL** Hitachi Kenki Logistic Technology Co.

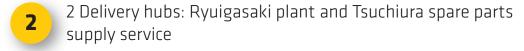


**Goal**: become the global authorized supplier for first and replacement fit for GET parts; Loader blades and wear parts.



Proposal pros: "What's New":

superior quality product line, supply chain performance, continuous R&D and cost reduction



- 6 6 Divisions involved in process and product validation
- 12 12 Managers involved in supplier and product validation
- 70 70 New Skus validation
- 8 Machines have been equipped with the new product line 8



## **HCME** Hitachi Construction Machinery Europe

- 3 Divisions 3
- 5 5 Managers
- 70 New Skus validation 70
- 8 Machines have been equipped with the new product line 8
- 3 OEM validated Bucket Manufacturers have been served with 3 genuine parts to equip buckets



## **Key Barriers**

- Local Suppliers
- Lacking of constant contact due to distances
- Skus geometry differentiation
- Coordination



- Supplier status achievement
- Quality and process approval
- Genuine parts to fit OEM Genuine bucket from either Japan and Europe
- Division coordination per quality, process, price and supply chain performance
- Successful problem solving corrective actions on early claim on steel
- Final product validation
- Mass production achievement





**JAPAN** 

