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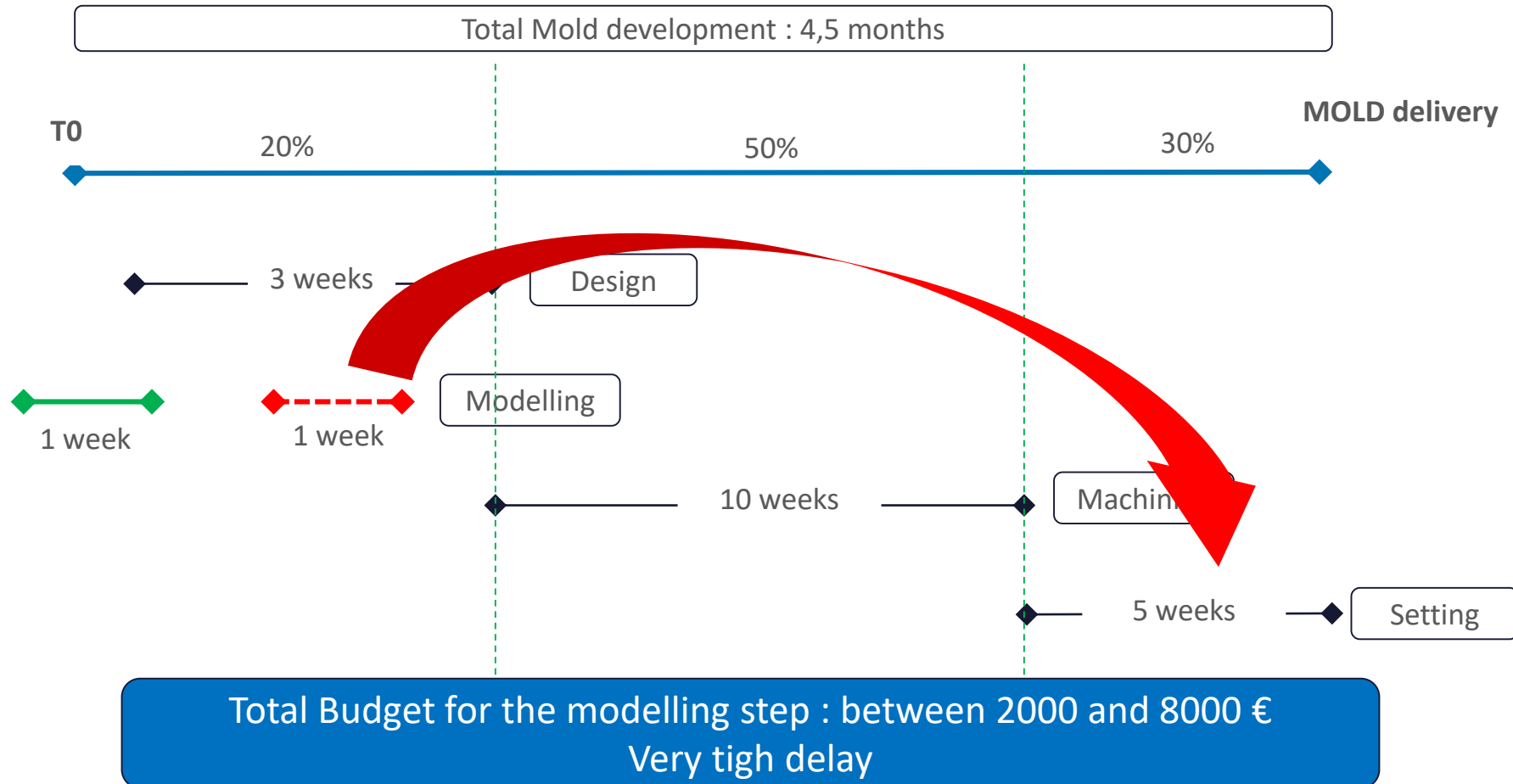
ECCM-ECFD 2018

PRACTICAL TIPS RELATED TO THE TRANSLATION PROCESS:
Q&A

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Generic Mold Development workflow



➡ Direct Benefit

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

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

Cost of a set up	3 000 €
reduction of number of set up	3
Indirect Benefit	9 000 €

Benefit on setting almost cover the the modelling cost !

➔ ROI

Direct benefit	57 000 €
Investment	10 000 €
ROI	4,7

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 !

