

EADS Astrium Procurement

Czech Industrial Space Day

Manfred Hoher, 29.07.2008

All the space you need



Agenda

- EADS Astrium Supply Chain Organisation
- Supply Chain Management Facts and Figures
- EADS Astrium Supply Chain Challenges
- Our View on Czech Space Technologies
- What is our Interest?
- How we can do this?
- Examples
- Our Proposal
- Our Interfaces



EADS Astrium Procurement Organisation



Indirect Supply Management & Facilities Coordination



Direct Materials Supply Management



System and Equipment Supply Management Satellites



System and Equipment Supply Management Space Transportation



EEE Centre of Competences Satellites

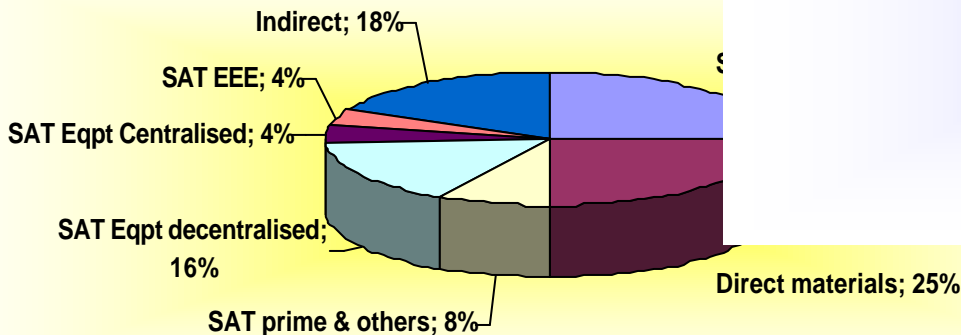
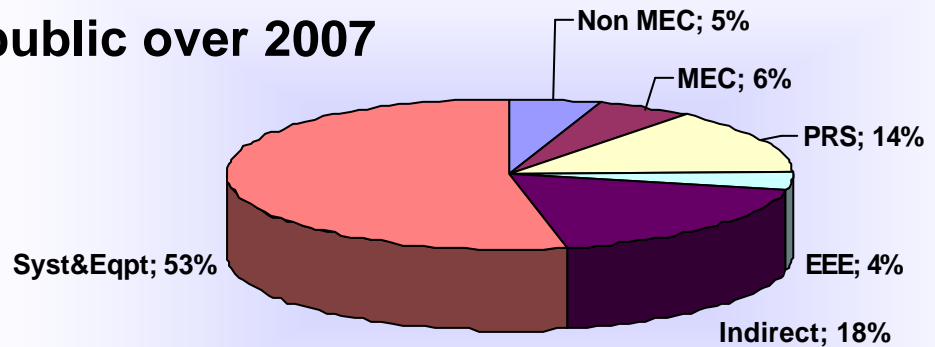
This Organisation is embedded into the EADS Global Sourcing Network

Supply Chain Management - Facts and Figures

■ Fast Facts:

- More than 2300 Mio € spend in 2007
- More than 20% linked to ESA activities

■ Only 270 k€ in Czech Republic over 2007



Supply Chain Management - Commodities

Project Related Services



Equipments



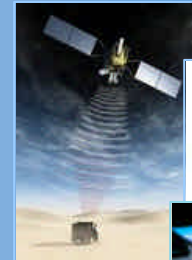
Direct Material and EEE



Production Machines Manufacturing



Test System And Facilities



EADS Astrium Supply Chain Challenges

- Quality is key for Astrium success
- Significant additional business expected in the next years
- Extended enterprise approaches are targeted for managing the supply chain



Our View on Czech Space Technologies

- +Capabilities on microgravity
- +Some spot space Initiatives in the past
- +Image processing
- +Satellite navigation system terminal capabilities
- +Strong interest in developing satellite services capabilities (e.g. GNSS)
- Less system capabilities

What is our Interest?

- Working together between Astrium and Czech Industry for:
 - Developing space capabilities in:
 - Adapting Czech Technologies to space (eg. Electronics)
 - Design and Engineering
 - Quality Awareness and Implementation
 - Programme and Risk Management
 - Production Technologies
 - Supply Chain Management
 - Regulatory Compliance
 - Certificates
 - Implementing a framework to collaborate
 - Education and training of staff to implement the expertise



How we can do this?

- We build on common activities, through
 - Using existing Know How
 - Identifying engineering opportunities
 - Identifying space technologies
 - Identifying ground segment and support equipment capabilities
 - Creating an expertise network
 - Identify common actions on commercial, governmental and ESA programmes

Examples

■ PRS

- Mechanical design / CAD
- Mechanical / stress / thermal / linear & non linear / mass properties analysis, kinematics
- Application software, ground / real time / embedded software
- Image and signal processing
- Material technology
- Analog & power electronics

■ Manufacturing

- Mechanical products (forgings, machining, MGSE, tooling)
- Electrical products (PCB, harnesses, EGSE)
- Optical products
- Propulsion components (valves, ...)
- Pyronuts
- Composites assembly (tanks, ...)

Our Proposal

- Supply Contracts
- Cooperation
- Joint Venture
- Partnering by sharing invest and risks

We will perform Company Visits early September,
together with EADS global sourcing and other EADS BU's



Our Interfaces

Indirect Supply Management & Facilities Coordination

For:

Industrial Equipments

- Measure, test & control equipments
- Production Machines & vehicles
- Servicing & repair for industrial equipments
- Enterprise consumable & tools

Information Technologies:

- Hardware, Software, Network
- Telecom equipment & services

Personal services:

- Labour services
- Communication and consulting services

Your Contact is:

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Toulouse

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- <http://www.astrium.eads.net/supplier-access>



Whom to Contact?

Direct Materials Supply Management

<i>For:</i>	<i>Your Contact is:</i>
Product Related Services	Marc FORTUNE Toulouse Tel: +33 5 6219 623
Metallic Raw Materials •Forging •Fasteners	Aurelien SILVESTRE Ottobrunn Tel: +49 89 607 27360
Mechanical Subcontracting •Mechanical Ground Support Equipment (MGSE) •Containers •Test Services	Elisabeth BRUGNERA Toulouse Tel: +33 5 6219 7208
Composites •Chemical Products •Any other production related materials items...	Jean-Michel GENDRE Toulouse Tel: +33 5 6219 5410
Electrical Products (EGSE, cables, ...)	Aurelien FAUVEL Ottobrunn Tel: +49 89 607 33 520

Whom to Contact?

EEE Centre of Competences Satellites

<i>For:</i>	<i>Your Contact is:</i>
Capacitors, Quartz, Oscillators, Fuses, Induct/Transf/Coils, Resistors	Dr Achim KÖDER Tesat +49 7191 930 1046
Connectors, Relays, Thermistances, Switches, Heaters, Bipolar Transistors, Opto-Electronics	Christophe CHAMINADE Velizy +33 1 39 45 29 53
Diodes Mosfets	Thomas LIEBLER Tesat +49 719 1930 1280
Microcircuits	Christophe BOUCHERON Velizy +33 1 3945 2528
ASIC VLSIs (FPGA, Memories, μ Processors,..)	Hervé FRECON Portsmouth +44 2392 705 783

Whom to Contact?

System and Equipment Supply Management Space Transportation

<i>For:</i>	<i>Your Contact is:</i>
Solid Propulsion	Philippe GINDRE Les Mureaux +33 1 39 06 37 85
Liquid Propulsion	Ghislaine LAVAL Les Mureaux +33 1 39 06 11 39
Structures	Michael HEISE Bremen +49 421 539 5836
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Whom to Contact?

System and Equipment Supply Management Satellites

For:

- All topics

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