

OPINEX Program

Overview

**Operational and Innovation Excellence for Manufacturing Organizations –
Driving Competitive Advantage Through Structured Excellence**

by Simmtex Consulting
Manufacturing Excellence Solutions

About Simmtex Consulting and Milos Tipsarevic



Milos Tipsarevic – Founder & Executive

Founder and Director of Simmtex Consulting and CBAM Tracker, specializing in operational excellence and Sustainability for manufacturing organizations. Executive International Industry Advisor for Logistics and Operational Excellence, bringing extensive expertise in innovation management, suppliers' integration & sourcing, ESG compliance, and strategic transformation across diverse industries.

Simmtex Consulting Excellence Framework

Boutique consulting model, a network of experienced industry experts with complementary knowledge, focused on Innovation Management, Operational Excellence, and Environmental Social Governance (ESG). Delivering structured capability development implementation programs that transform manufacturing organizations through proven methodologies and measurable results across global markets.



Agenda

01. Program Introduction

Overview of OPINEX capabilities and structured approach to manufacturing excellence transformation.

02. Core Training Bundles

Four integrated modules designed to enhance operational capabilities and innovation practices.

03. Measurable Outcomes

Proven results including cost savings, quality improvements, and accelerated time-to-market.

04. Case Studies

Detailed analysis of successful projects across different industries and implementation scenarios.



OPINEX Program Foundation and Approach

Manufacturing Excellence Framework

OPINEX delivers a structured, modular, and scalable capability development program specifically designed for manufacturing organizations seeking to embed integrated operational and innovation excellence skills and practices.



Modular Design

Customizable training bundles that adapt to existing or new product lines with flexible implementation approaches.



Scalable Solutions

Programs tailored to organizational size and maturity level, ensuring optimal resource allocation and impact.



Targeted ROI

Structured to deliver minimum 5x return on investment through measurable operational and commercial improvements.



Four Core Training Bundles of OPINEX



Enhance Market Commercial Success

- **Develop new market solutions and positioning strategies.**
- **Improve product functionality and commercial viability assessments.**
- **Enhance market intelligence and competitive advantage development.**



Deliver Project Office Success

- **Establish robust project management frameworks and processes.**
- **Optimize cross-functional team coordination and communication protocols.**
- **Implement effective project tracking and milestone management systems.**



Integrated Design Manufacturing

- **Align design processes with manufacturing capabilities effectively.**
- **Reduce total product cost through design optimization strategies.**
- **Enhance product quality and manufacturing robustness systematically.**



Suppliers Integration Excellence

- **Develop strategic supplier selection and integration frameworks systematically.**
- **Implement transparent cost management and collaborative negotiation approaches.**
- **Establish robust supplier quality and performance management systems effectively.**

Proven OPINEX Program Results and Impact

20%

Cost Savings

Commercial Excellence

Enhanced market positioning and commercial success through systematic capability development and strategic implementation approaches.

- Develop compelling new market solutions and offerings.
- Improve product functionality and customer value propositions.
- Strengthen competitive positioning and market intelligence capabilities.

30%

Carbon Reduction

Operational Efficiency

Streamlined operations through integrated design and manufacturing excellence, delivering measurable cost and quality improvements.

- Optimize manufacturing processes and reduce operational complexity.
- Implement robust quality management and control systems.
- Enhance cross-functional collaboration and project delivery capabilities.

25%

Speed to Market

Supplier Integration

Strategic supplier partnerships that drive innovation, cost reduction, and accelerated product development through collaborative excellence.

- Establish effective supplier selection and integration frameworks.
- Develop transparent cost management and negotiation strategies.
- Implement robust supplier quality and performance management systems.

30%

Warranty Reduction



OPINEX Implementation Journey and Client Engagement Model



Project #1: Carbon Footprint Modeling Excellence

Metalfer Serbia Implementation

Carbon footprint modeling project led to comprehensive identification of carbon and cost drivers throughout the steel mill supply chain, enabling strategic environmental and commercial improvements.



Environmental Impact

Detailed carbon footprint analysis revealed key emission sources and reduction opportunities throughout the supply chain operations.



Commercial Benefits

Enhanced understanding of cost drivers enabled strategic sourcing decisions and improved environmental competitiveness positioning.



Project #2: Design for Serviceability Excellence

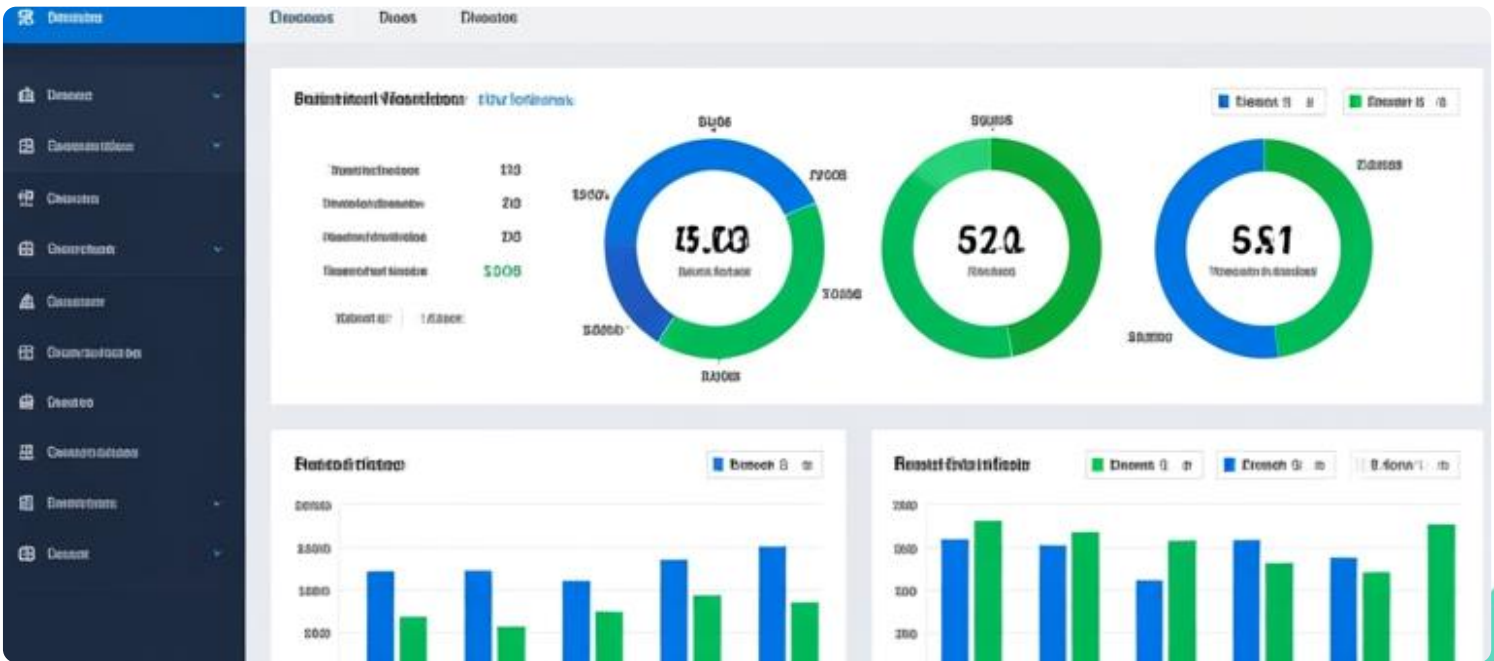


Measurable Outcomes Achieved

- Significantly improved customer satisfaction levels through enhanced product reliability and serviceability.
- Delivered more reliable products with reduced service complexity and associated operational costs.
- Optimized supplier selection and integration processes for better component reliability performance.

Terumo USA Implementation

- Developed comprehensive methodology for improving product design with serviceability focus.
- Analyzed existing design practices and supplier reliability performance metrics systematically.
- Implemented strategic resourcing decisions based on supplier capability assessments and reliability data.



Project #3: Direct Material Cost Control Mastery



Hartmann Germany Challenge

Complex organizational structure created lack of cost ownership and tracking during new product development, leading to uncontrolled direct material expenses and inefficient procurement processes for pharmaceutical products.

Strategic Procurement Transformation

Enhanced supplier transparency and cost sharing processes, upgraded negotiation tactics, and developed robust cost-reduction roadmaps with optimistic supplier cost targets for newly developed components and prototypes.



Project #4: Supplier Integration Excellence in NPD



Thermoking USA Approach

Developed robust methodology for early supplier selection in new product development programs.

Utilized automotive APQP toolkit for effective supplier integration and product quality management excellence.



Transformational Results Delivered

Sharpened sourcing criteria and improved supplier integration effectiveness for development activities.

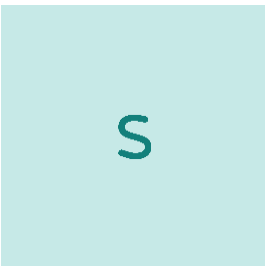
Achieved enhanced product quality, reduced costs, and accelerated time-to-market for industrial cooling solutions.



OPINEX Program Strategic Framework

Strengths of OPINEX

Modular design, proven ROI delivery, comprehensive training bundles, and measurable outcomes across diverse manufacturing industries.

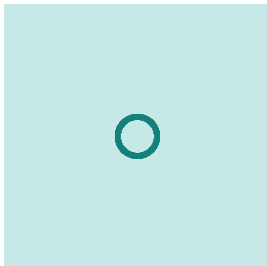
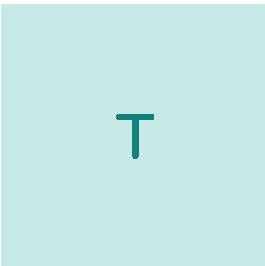


Implementation Considerations

Requires organizational commitment, cross-functional team development, and cultural readiness for data-driven transformation processes.

External Challenges

Economic uncertainty, resource constraints, organizational resistance to change, and varying supplier readiness for integration.



Market Opportunities

Growing demand for operational excellence, sustainability focus, digital transformation needs, and competitive pressure for efficiency.



OPINEX Case Studies Performance Summary

Comprehensive overview of successful client implementations across different industries, demonstrating measurable improvements in cost, quality, sustainability, and time-to-market performance metrics.

| Project | Client & Industry | Primary Focus | Key Achievement | Impact Metric |
|-----------------|---------------------------------|------------------------|---------------------------|------------------------------------------------------|
| # 1 | Metalfer – Steel | Carbon Footprint | Supply Chain Optimization | 30% Carbon Reduction |
| # 2 | Terumo – Medical | Design for Service | Customer Satisfaction | 25% Quality Improvement |
| # 3 | Hartmann – Pharma | Cost Control | Procurement Excellence | 20% Cost Savings |
| #4 | Thermoking – Industrial Cooling | Supplier Integration | NPD Excellence | 25% Faster Time-to-Market and suppliers' integration |
| Overall Program | Multiple Industries | Operational Excellence | Comprehensive ROI | Min. 5x Return on Investment |



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OPINEX transforms manufacturing organizations through structured capability development, delivering measurable excellence in operations and innovation.

— Simmtex Consulting Excellence Framework

This comprehensive program demonstrates how systematic approach to operational and innovation excellence can drive substantial improvements across cost, quality, sustainability, and market competitiveness, creating lasting organizational transformation and competitive advantage.



A man in a dark suit and tie stands on the left, holding a tablet. The background is a blurred office interior with large windows. A teal overlay covers the entire image. In the top right, there are white line-art icons of interlocking gears and a building. In the bottom right, there is a white line-art bar chart with an upward-trending line graph. The text 'Thank You For Your Attention' is centered in a bold, teal font.

Thank You For Your Attention

Questions and discussion about OPINEX implementation opportunities and organizational transformation strategies are welcomed.