

HELP US TO HELP YOU!!

In order to help support the development of new and innovative applications, we have set up a **simple** development database¹ and a stock of innovative materials (the "development stock").

DEVELOPMENT STOCK

Aim: Offer a quick and efficient response to test material requests.

The stock of A&D innovative grades is made of bars of various diameters (depending on the grades).

List of innovative materials (June 2011):

- APZ10 : Powder metallurgy stainless tool steel
- CX13VDW* : Martensitic stainless steel optimized for carburizing process
- FDG – W**
- FND – W – YW** } Martensitic steel – gas quenching for low distortions
- GKP – W – YW** : Martensitic steel optimized for deep nitriding layers
- ML340* : High strength precipitation hardened steel Rm > 2200 MPa
- MLX17*
- MLX19 } High strength precipitation hardened stainless steel { Rm > 1655MPa
Rm > 1890MPa
- NYB66 : Austenitic stainless steel
- X26RC : Austenitic stainless steel for exhaust valves
- XD15NW*
- X15TN*
- XD16N* } High hardness corrosion and fatigue resistance martensitic steel
- SDC* : Super Die Casting - 5%Cr martensitic tool steel for die casting

The stock is located in Heyrieux. It is managed through a dedicated procedure. The availability is found in Oracle.

* Brochure available

** Brochure under preparation

DEVELOPMENT DATABASE

Aim of the database:

- for the sales force and TA to have a quick overview of current developments, their status, outcome and therefore the potential duplications,
- to reduce the time spent in emails, archives, reports,..
- to provide the sales network with the appropriate help and information from TA.

The development database is under the management of Marie-Agnès Macé.

It should be used in the following way:

1. new product definition:
 - New grade invented by A&D's R&D department (whether patented or not)
 - Or new grade invented by a third party for which A&D has a license to produce / convert (example : CUSTOM465)
 - Or modification of a commercial grade, which allows A&D to differentiate our products (example: CX13VDW)
2. new application definition:
 - Use by a customer of an A&D grade that he has never used before (example: EIFFEL and NC)
 - Or new grade/application which brings a technical advantage for a customer in the market
 - Or a grade used by a customer following A&D's recommendations
3. sample request (bars): you should proceed as for any other order, i.e. through sales assistants who will get the Market Manager's approval (+ Technique Applications if needed). Once accepted (free, or charged for), the order will then be fulfilled by our Heyrieux Service Center.
4. new products / new applications: updating the database is the Sales Engineer's responsibility, and this should be done as soon as a sample has been shipped. Many items (customer, market and IC names) are identical to those in the visit report database. Therefore it should only take a couple of minutes.
5. updating the database: at every step of the development (technical results, sales results, etc) the database should be updated. Probably a question of 1 minute every time. If, during this process, new customer's needs have been identified, please mention them in the last column
7. viewing the shared database: the benefit of a shared database is that you can also see what is happening in other areas. Do not hold back from using it, and ask your colleagues directly for further info.

¹Under I-Catcher, only accessible to A&D salesforce.

Arnaud Tronche