



SIEMENS

Werk für Kombinationstechnik Chemnitz

The Solution Factory for Machine Tools and Production Machines



Werk für Kombinationstechnik Chemnitz

Company

Strategy

Customer Focus

Processes

Business Figures

Infrastructure



Siemens in Chemnitz

More than 50 Years Experience in Cabinet Business

Company

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1889/1903

Foundation of the Technical Office Siemens & Halske AG and Siemens-Schuckert-Werke GmbH



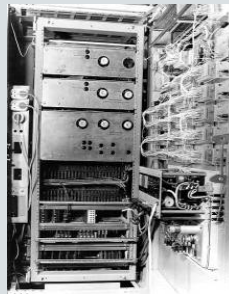
Sales, installation and services for electrical facilities

1948/49

Dispossession and transfer to a public owned company VEB

1953

VEB Starkstrom-anlagenbau Karl-Marx-Stadt

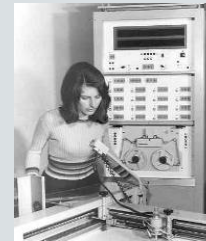


Switch board engineering and production for machine applications

1965

Start R&D of Numeric Controls

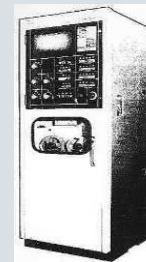
1966



First Numeric Control based on a position measurement system

1978

Renaming to VEB NUMERIK Karl Marx



1982

2.600 employees, average age: 35, turn over: 480' Mark



Portfolio

- PLCs
- CNCs
- Robotic Controls
- Drives
- HMI
- complete cabinets

1983

Common service contract with Siemens

1991

Re-foundation of Siemens in Chemnitz

1996

New location in the Industry Park C Süd



2006

Extension of the production facilities



R&D – Production - Sales

We Provide Solutions for our Customers

Company

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Research & Development

CNCs

- NC components
- Application software

PLC-components

- Distributed I/Os
- Periphery modules

Power Electronics

- Power supplies
- Drive technology



Production & Engineering

Cabinet Solutions

- Engineering
- Cabinet manufacturing
- Order Logistics
- Quality
- Process Improvement
- Controlling

Electronics

- Engineering
- Device manufacturing
- Order Logistics
- Quality
- Process Improvement
- Controlling

Shared local services

- Logistics
- Human resources
- Purchasing
- IT
- Quality
- Top+

Technical Competence Center Cabinets Chemnitz (TC⁴)
Machine Test Laboratory

Local Sales Force

Sales

- Competence clusters:
- Machine tools
 - Production machines

Service/ support

- Technical support
- Spare parts/repairs

Training

- SIMATIC, HMI
- Machine controls

Clear Focus on Specific Sectors of the Machine Building Industry

Company

Strategy

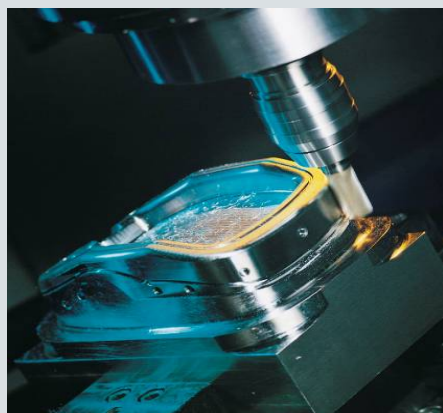
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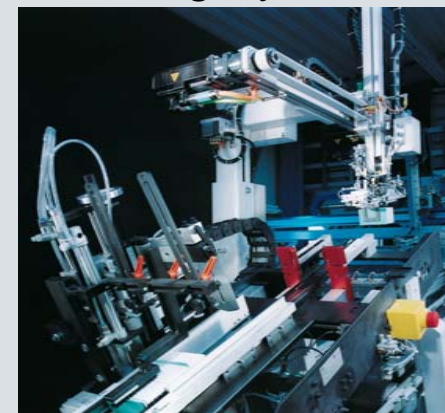
Machine Tools



Production Machines



Conveying and Handling Systems



Portfolio

Complete Control and Drive Solutions

Company

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Infrastructure

- Drives for Production Machines



- Break Modules



- Buffer Modules



- HMI

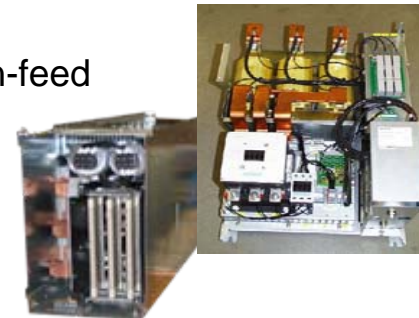
- Low Cost Controls and Drives



- Power Supplies



- Power In-feed Modules



Portfolio

Specific Drives und Power Electronics

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Infrastructure

Wind power generators:
Drive units and cabinets for pitch adjustment / control of windmill blades.



Hybrid-electric power trains:
Applications for city buses, trucks (light-duty), cranes, boats and construction machines



Besuch Industrieverein 2008



Industry Sector / IA SE WKC

Added Value Structure

Company

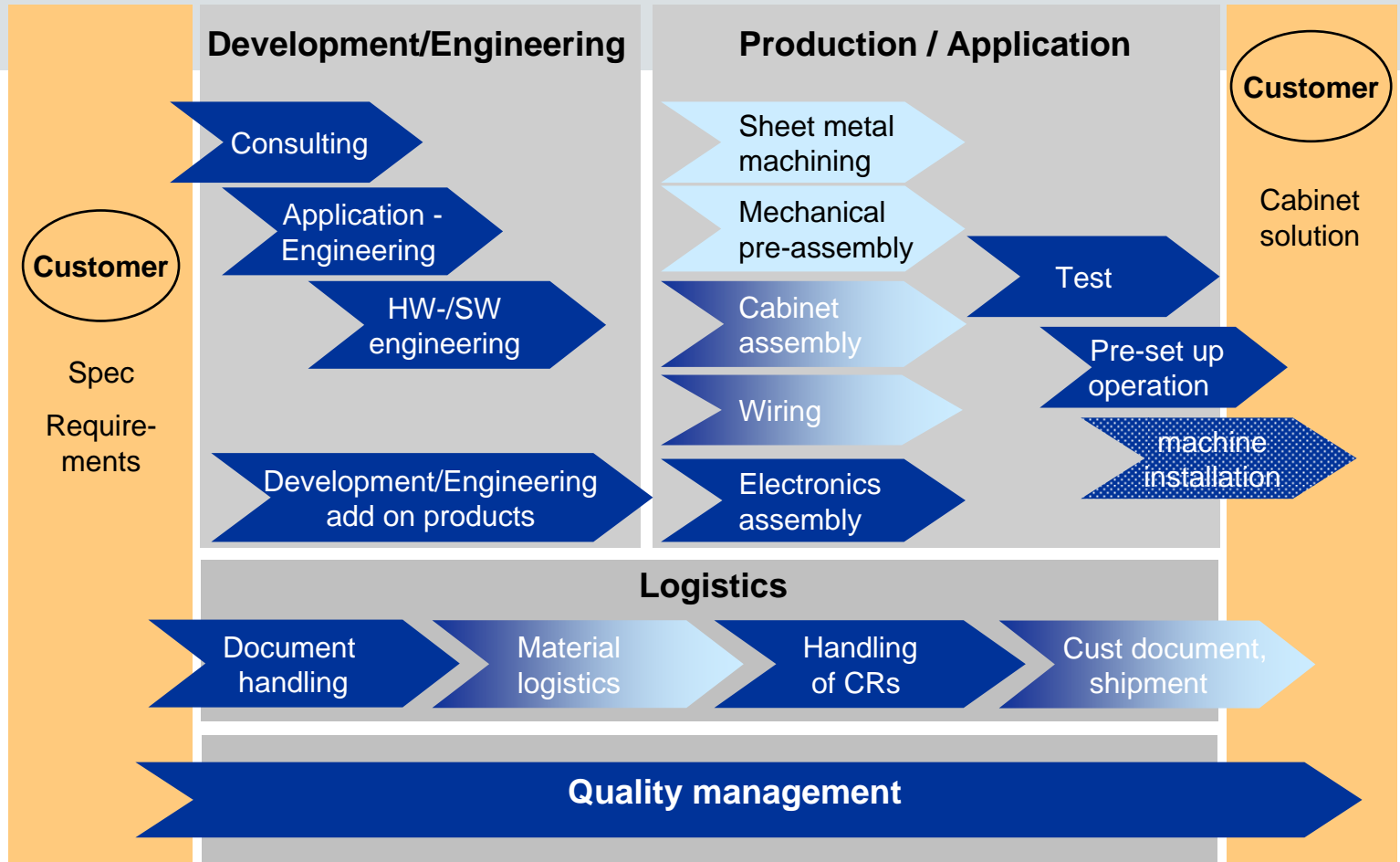
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Lead-Factory Role

e.g. Cabinet Assembly in China

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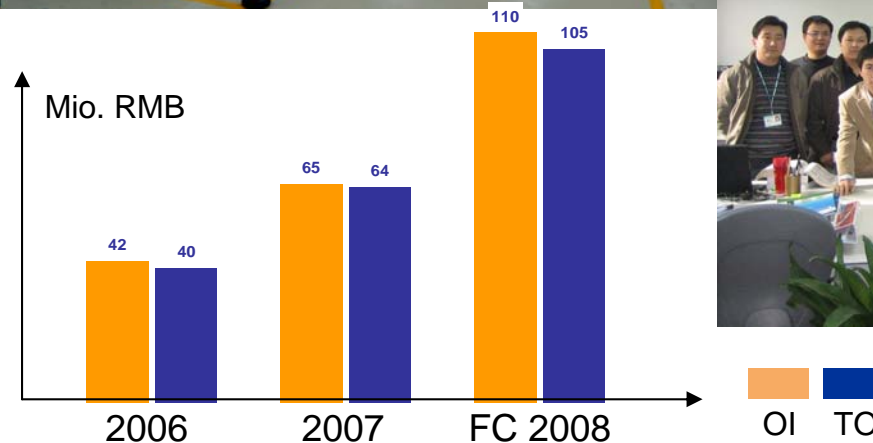
Business Figures

Infrastructure



Customers, e.g.:

- DMG
- Schleifring
- MAG (Ex-Cell-O)
- Gleason Group
- Shenyang (Schiess)
- Dalian MTG (Index)
- Airport Beijing



Besuch Industrieverein 2008

Strict Focus on Quality

Company

Strategy

Customer Focus

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Infrastructure

Strategy/Prevention

- process based QM system (ISO 9001:2000 and 14.001), WKC platform PQR
- company quality strategy (9 elements)
- target agreements
- training (internal and external staff)
- continuous improvement

Reporting

- comprehensive internal quality figures
- field quality, complain management
- quality costs
- management attention, fast quality control loops

Customer interaction

- pre-clearing of customer order documents
- online solutions, straight and fast communication
- measurement of customer satisfaction
- customer requirements (e.g. UL certification)
- dedicated test and set up routines

Annual WKC Quality Award



Qualitätspreis WKC GJ 06/07

Qualität beginnt bei uns allen!

Im GJ 2006/2007 wird erstmals ein Qualitätspreis im WKC vergeben.

- Prämiert werden Gruppen, welche z.B. bei Zielerreichung, Termintreue, Qualitätsverständnis, Mitarbeiterinitiative und Zusammenarbeit mit Partnern ein hohes Niveau oder erhebliche Fortschritte erreicht haben.
- Vorschlag für die Preisvergabe durch das Team Qualität (Referat Qualitätsmanagement + QS3 und Segmentleiter)
- Preisverleihung im "Q-Gespräch mit dem Werkleiter", Oktober 07

Die Sieger werden ermittelt für:

- Segment A
- Segment B

Gemeinsame Dienste (Log, Einkauf, ISO, WEP)

Der Qualitätspreis besteht aus einem Wanderpokal sowie einer Gruppenveranstaltung im Wert von 500 €

weitere Informationen siehe WKC-Infotext Prozess, Qualitätssicherung, Regelmäßig

A&D DE WKC QM / 13/08/07

Essential Human Resources Initiatives

Company

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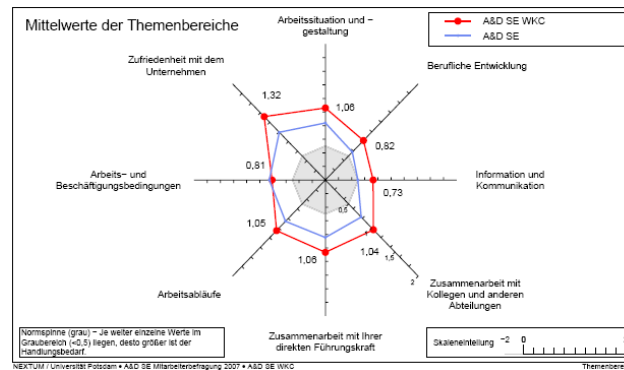
- Hiring, securing of new and junior staff
- Education, qualification, training
- Flexibility of resources
- Motivation, employee satisfaction
- Worker council agreements



Studenten Initiative Siemens Sachsen e.V.



- Siemens Graduate Program (SGP)
- participation in international projects
- internal specific junior programs
- extension studies (e.g. on-the-job)



Continuous improvement, e.g. 3i



Siemens Professional Education Chemnitz

Co-operation with Universities and Research Institutes

Company

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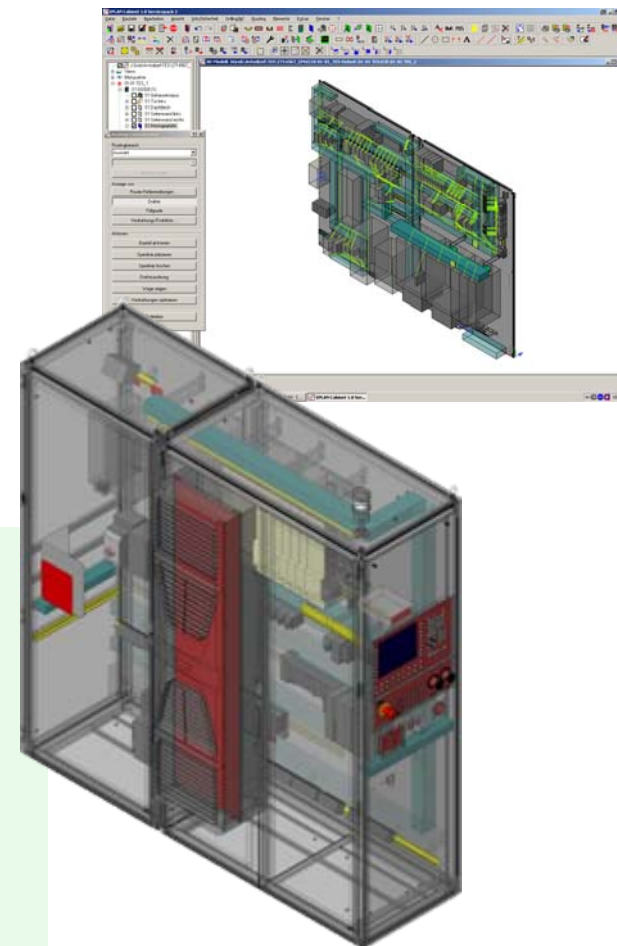
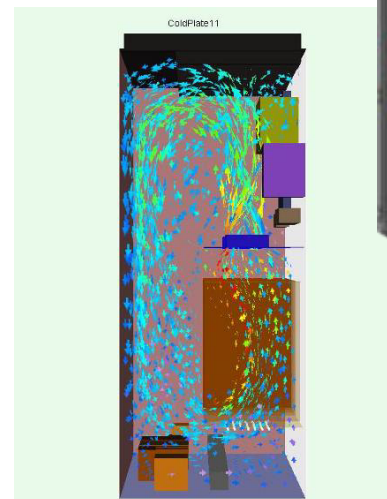
Processes

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Infrastructure

Joint Projects (recent examples):

- 3D engineering, automated wiring
- new materials (weight reduction, copper coating)
- energy savings, new cooling technologies
- ultra-caps for fuel cells
- magnetic forming
- Virtual Reality Center
- diverse projects re business administration (e.g. asset management)
- coaching of diploma theses, 10 ... 20 students per year



Business Development

Company

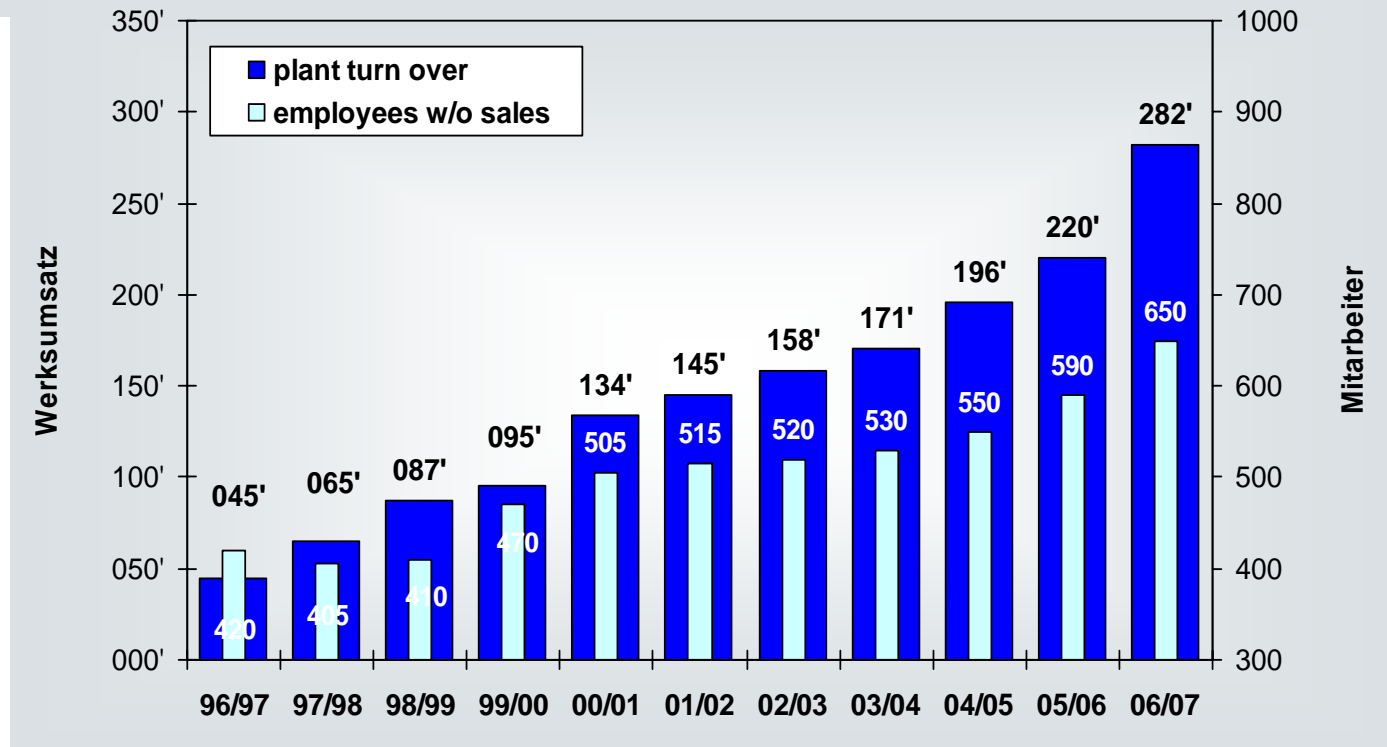
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- Figures 2007:
- almost 20.000 cabinet fields for more than 150 customers in the machine building industry, average no. of cabinets per order: 2
 - 180.000 electronic modules and devices
 - 500.000 PCB's
 - employment effect in the Chemnitz area: > 1.000 people

External Facilities

Production, Inbound and Warehouse Logistics

Company

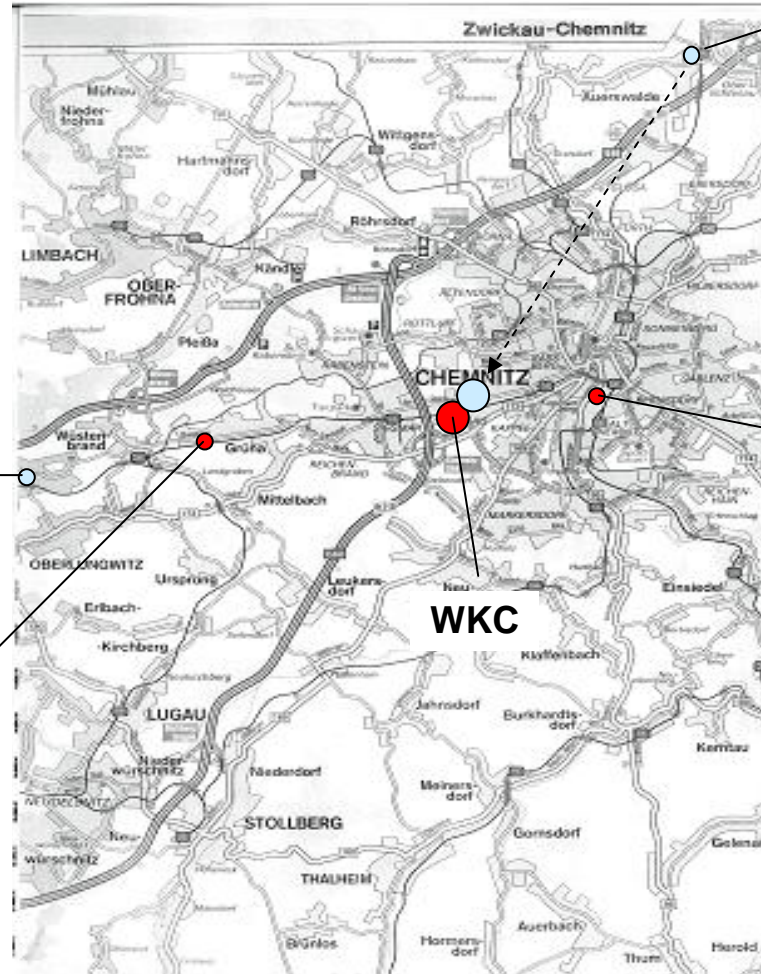
Strategy

Customer Focus

Gericke Logistics



Electronics assembly
2.300 m²



Schenker Logistics



Cabinet assembly, 10.000 m²



ETSA Teplice, cab assembly



Industry Sector / IA SE WKC

Besuch Industrieverein 2008

Presentation WKC Facility

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SIEMENS

**Thank You very much
for Your Attention.**

