International Service Offering
Consulting services for international tooling companies
June 2017
WBA
Tooling competence made in Germany

Who we are

- **Central contact point** for tool shops
- Close **collaborator with institutes** of the RWTH and the Fraunhofer-Gesellschaft in Aachen
- **35 employees** with organizational and technological focus on tool making as well as in the Demonstration Tool Shop
- Execution of **approx. 50 consulting projects** per year
- Initiator and leader of approx. **10 research projects per year** with partners from our network

Our mission

- Advise our international clients to establish **successful business strategies** and enhance **operational excellence**
- **Share our insights** on future business and market developments, organizational trends and latest technological enablers
- **Connect our partners** to exchange best practices and collaborate on multiple levels
- **Qualify personnel** for current and future challenges

Who our partners are

Impressions

![Image of WBA Tooling competence made in Germany]

Premium

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<tr>
<th>HOFMANN</th>
<th>FANUC</th>
<th>BMW</th>
<th>SIEMENS</th>
<th>LIGNUM</th>
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Four distinct service offerings of the WBA are tailored to the requirements of international tooling companies

1. **International Membership**
   - The international membership with the WBA offers you access to a broad range of our consulting services – from trainings to benchmarking and conferences.

2. **Best Practice Benchmarking**
   - The Best Practice Benchmarking provides you with both a detailed report about the current state of your tooling as well as specific improvement ideas.

3. **International Seminar**
   - In our International Seminar, we invite tool makers from all over the world to an intense three-day-seminar in Aachen and at our best practice partners’ sites.

4. **International Webinar**
   - The International Webinars offer you an efficient access to our latest research insights by participating in remote web sessions held by our tooling experts.
Your International Membership combines the best of the full WBA service offering and makes you visible in our partner network.

Have your logo placed prominently on our website:
http://werkzeugbau-akademie.de/en/angebot/mitgliedschaft/

Gain priority access to our tooling colloquium and participate in the tooling expert conference days prior to / after the colloquium.

Benefit from the International Webinars for free (instead of € 100 per person and webinar).

Get a 30% discount on the International Seminar (equals € 1,450 saving) and our Best Practice Benchmarking (equals € 2,400 saving).
As an International Member, you will benefit from the strong exchange among tooling experts in our partner network.

- Regular exchange across tooling experts from all over the world
- Partners from various industries and company sizes, starting from SMEs up to globally operating automotive OEMs
- Joint Best Practice development
- ...

The WBA partner network is the asset to gain access to a community of the world's best tooling companies.
The Best Practice Benchmarking supports you with starting points for developing your tooling excellence strategy.

**Benchmarking Database WZL/IPT**

- **>1,000 data sets**
  - German tool shops not older than 5 years

**Evaluated tool shops**

- Eastern Europe: 21%
- Western Europe (without GER): 17%
- America: 10%
- Asia: 47%
- Africa: 5%

- **>2,000 evaluated tool shops outside of Germany**

**Procedure**

**Questionnaire**

- July – Sep. ‘17
- Questionnaire to be filled by your company
- Remote support by our experts if required

**1-day workshop**

- Nov. / Dec.’17
- On-site audit – quick check of key benchmarking areas
- Presentation of first benchmarking results and KPI comparison to top German tooling companies
- Best practice exchange and first hand expert touchpoints

**Benchmarking report**

- Detailed benchmarking report, personalized to your status quo
- Starting point for developing your tooling excellence strategy
  - Marketing / market knowledge
  - Efficiency review
  - Technology assessment
  - ….

**€ 8,000**
Our International Seminar is an excellent opportunity to meet our experts and gain insights into best practice tool shops in Germany.

**Dates**
27. - 29.11.2017

**Location**
Aachen, Germany

**Group size**
Max. 20

**Language**
English

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**Topics in focus**

- Process standardization and flow production
  - Process-oriented manufacturing and utilization of repetition effects for single batch manufacturing

- Production planning and control
  - Efficient planning and scheduling to ensure delivery reliability and value creation speed

- Additive manufacturing
  - New opportunities by 3D printing technologies and connection of additive and conventional technologies into integrated process chains

- International tooling markets
  - Global market understanding with customer and supplier knowledge

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**Structure of the seminar**

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<tbody>
<tr>
<td>09:00</td>
<td>Seminar session 1</td>
<td>Seminar session 2</td>
<td>Seminar session 3</td>
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<tr>
<td>12:30</td>
<td>Lunch</td>
<td>Lunch</td>
<td>Lunch</td>
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<tr>
<td>13:30</td>
<td>Individual arrival or shuttle service</td>
<td>Demonstrations tool shop</td>
<td>Demonstrations factory</td>
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<tr>
<td>17:00</td>
<td>Free time</td>
<td>Free time</td>
<td>Free time</td>
</tr>
<tr>
<td>19:00</td>
<td>Evening program</td>
<td>Free time</td>
<td>Evening program</td>
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<td>22:00</td>
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**€ 2,500 early booking**
**€ 2,900 regular booking**
Our International Webinar series provides insights into our latest knowledge on tooling in an efficient remote learning format

**Webinar**
- 30 Minutes
- Presentation of latest research and consulting insights
- Live video stream, chat- und poll function
- Download presentations, whiteboards and recording of the webinar

**International Webinars 2017**
- World of Tooling (30th of June, 10:00-10:30am) – **free**!
- Tooling in Germany (21st of July, 10:00-10:30am) – **free**!
- Industrialization of the Tooling Industry (11th of August, 10:00-10:30am) – **free**!
- Industry 4.0 in the Tooling Industry (08th of September, 10:00-10:30am) – **free**!

**Webinar World of Tooling**
- Presentation of important international tooling markets and future challenges for the tooling industry
- In depth analysis of important tooling markets backed by 2,000 analyzed tool rooms
- Outlook

**Contact and Registration for Webinars**

**Carmen Halm**
WBA Aachener Werkzeugbau Akademie GmbH
Head of Further Education

Register at:
http://werkzeugbau-akademie.de/en/angebot/weiterbildung-ii/
Use event password for free webinars: **TMIG2017**
Get the most out of your days in Aachen and combine the International Seminar with our Colloquium and Member Meeting

WBA Tooling Days 2017

<table>
<thead>
<tr>
<th>November, 2017</th>
<th>Thu, 23rd</th>
<th>Fri., 24th</th>
<th>Sat., 25th</th>
<th>Sun., 26th</th>
<th>Mon., 27th</th>
<th>Tue., 28th</th>
<th>Wed., 29th</th>
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<tbody>
<tr>
<td></td>
<td>Tooling Colloquium</td>
<td>WBA Member Meeting</td>
<td>Recreational Time</td>
<td>International Seminar</td>
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Our special offer to you

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<tr>
<th>Membership</th>
<th>Benchmarking</th>
<th>Colloquium</th>
<th>Member Meeting</th>
<th>International Seminar</th>
<th>Offer</th>
<th>Saving</th>
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<tbody>
<tr>
<td>Regular fee</td>
<td>€ 10,000 p.a.</td>
<td>€ 8,000</td>
<td>€ 850</td>
<td>Free for members</td>
<td>€ 2,900</td>
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- **Seminar Option** (Colloquium + Int. Seminar)
  - ✓
  - ✓
  - ✓
  - €3,500
  - €250

- **Member Meeting Option** (Membership + Colloquium + Int. Seminar)
  - ✓
  - ✓
  - ✓
  - ✓
  - €12,500
  - €1,250

- **Full Package** (Membership + Benchmarking + Colloquium + Int. Seminar)
  - ✓
  - ✓
  - ✓
  - ✓
  - ✓
  - €18,000
  - €3,750
Contact:
WBA Aachener Werkzeugbau Akademie GmbH

Dr. Michael Salmen
Head of Consulting
WBA Aachener Werkzeugbau Akademie
Campus-Boulevard 30
52074 Aachen, Germany
📞 +49 241/ 990 16 302
✉️ m.salmen@werkzeugbau-akademie.de