

FRAMATECH

OVERVIEW





FRAMATECH

Who we are



WORLDWIDE INDUSTRIAL STRATEGY ANALYSIS AND IMPLEMENTATION HIGH TECH SECTORS

Founded in
1988

- Studies
- Consultancy
- Supports

50%

- Trainings
- Coaching

50%

~ 100
engineers,
trainers

~30 local
correspondents

*We help major companies to
analyze specific situations
and take efficient decisions in
all or any part of their
international industrial &
business strategies.*

*We help start-up to build their
business model, strategy, product
& market positioning. We
establish relationships with
industrial customers and/or help
in their business development
until contracts.*

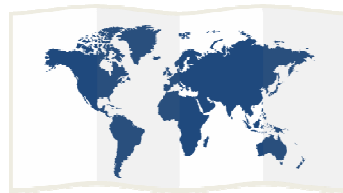


FRAMATECH

Somes tips,
in 30 years



WORLDWIDE INDUSTRIAL STRATEGY ANALYSIS AND IMPLEMENTATION HIGH TECH SECTORS



More than
1500
clients



More than
200
consulting
services

More than
3500
attendees
in our trainings



FRAMATECH

Our strenghts



WORLDWIDE INDUSTRIAL STRATEGY ANALYSIS AND IMPLEMENTATION HIGH TECH SECTORS

We are observers and experimented actors of

Microelectronics,
electronics,
Electro-
mechanical
industries

*We have a large knowledge of target
markets such as*

Automotive,
aeronautics &
space, railways,
energies,
telecom...

*We are partnering with
most trades in a company*

Technicians, engineers in
R&D, Design,
Industrialization,
Production, Purchasing,
Marketing, Commercial
Dpt, until Top
Management



FRAMATECH

Opportunity & feasibility



We can collect, analyze and put in form necessary data-Feasibility for outsourcing projects :

- Possibilities for partnership or industrial cooperation
- Sector studies (microelectronics, electronics and mechanics)
- Organization of subcontracting and industrial know-how (regional or national)
- Structure of network for diffusion of technologies which can be transferred
- Feasibility for industrial applications of scientific equipments
- Opportunity for creation of resources and qualification centres
- Feasibility for creation of technological sectors or for development of industrial channels
- Technico-economics regarding the industrial launching of new products

By the term of our reflection, we formulate propositions able to make your projects evolve and converge efficiently.



FRAMATECH

Business development



We can manage each step of the development of a young company :

- Working on the economic model and vision of the founder
- Building the technological solution in the value chain of the channel
- Establishing the market/product positioning and targeting major markets (and synergies)
- Setting up the commercial action plan (identification & qualification of customers)
- Using our industrial network to introduce the technological solution and knowing the decision channels
- Organizing and supporting meetings
- Using our media network to communicate on the company, the technological solution and services
- Making recommendations during relationships, negotiations, finalization of contracts

By the term of our assistance, we transfer some of skills and methods in competitive intelligence, communication strategies and influence makings.



FRAMATECH

Trainings



Permanent adaptations to strategies, organization, processes and techniques - necessary to conserve an optimal competitiveness - can not be efficiently implemented without a continuous actualization of knowledge. Our Training Department proposes trainings in :

- The reduction of industrial costs (“How to reach the best cost ?”, the Benchmarking practices, the Industrial Management...)
- Competitive and technological intelligence
- Preparation to partnership and intercultural relationships (China, South Korea, Japan, India, Russia, North Africa, East Africa, Germany, United States of America, Canada,...)
- Managing industrial purchases and international subcontracting
- The knowledge of industrial performance (AMDEC, QFD, SPC, DOE, WORK, FACTOR, JAT, ...)
- The knowledge of recent technological evolutions (electronic production, microelectronics packaging, design of semiconductors, robustness of electronic cards, electromagnetic compatibility,...)
- Implementing industrial marketing and diversification strategies
- Acquisition of managerial competencies

We are a certified training organization, n°93131336313



FRAMATECH

Industrial
Clients

