



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.*



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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



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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,
medicals, energies,
telecom...

*We are partnering with
most skills in a company*

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



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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.



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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 transfert some of skills and methods in competitive intelligence, communication strategies and influence makings.



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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 (FMEA, 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

Industrial Clients





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TEAM



Interculturel / Pays

- Kimiko B., *Japon*
- Dan M., Charles G. *Chine*
- Alain N., *Corée (Sud)*
- Sunita C., *Thaïlande*
- Raja M., *Inde*
- Anh H., *Vietnam*
- Alexandre A., Henri D., *Indonésie*
- Pierre F. (*Malaisie*)
- Gaël M., *Pays du Golfe*
- Ahmad C., *Egypte*
- Guy C., *Allemagne*
- Eric V., *Italie*
- Jalel T., *Tunisie*
- ...

Tout ou parties de vos stratégies

- Alain BARONI
- Charles G.
- François B.

Performance

- Philippe P., *Design thinking, innovation*
- Franck B., *Fiabiliste électronique*
- Didier S., *microélectronique*
- Harry R., *Performance industrielle*
- Christophe D., *Lean Manufacturing, ERP, Supplychain, production*

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Linked in

<https://fr.linkedin.com/company/framatech>

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