











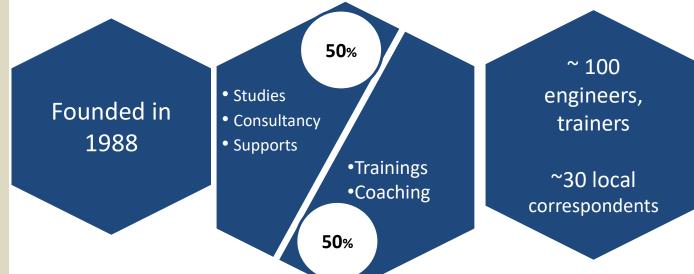








WORLDWIDE INDUSTRIAL STRATEGY ANALYSIS AND IMPLEMENTATION HIGH TECH SECTORS



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.



Somes tips, in 30 years









WORLDWIDE INDUSTRIAL STRATEGY ANALYSIS AND IMPLEMENTATION HIGH TECH SECTORS

We are observers and experimented actors of

Microelectronics,
electronics,
Electromechanical
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





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.





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
- Etablishing 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 annd knowing the decision channels
- Organizing and supporting meetings
- Using our media network to communicate on the compagny, the technological solution and services
- Making recommandations during relationships, negociations, finalization of contracts

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





Permanent adaptations to strategies, organization, processes and techniques - necessary to conserve an optimal competitivity - 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 pakaging, 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















































Autoliv































DURA

























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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