



# FRAMATECH

Society for the Study and Implementation of International Industrial Strategies  
High Tech

## Discover us!

*« A small company with 1000 employees »*

FRAMATECH SA | 04 Boulevard d'Arras - 13004 MARSEILLE | Tél. : **04 91 95 55 70** | Mail : [formation@framatech.fr](mailto:formation@framatech.fr)



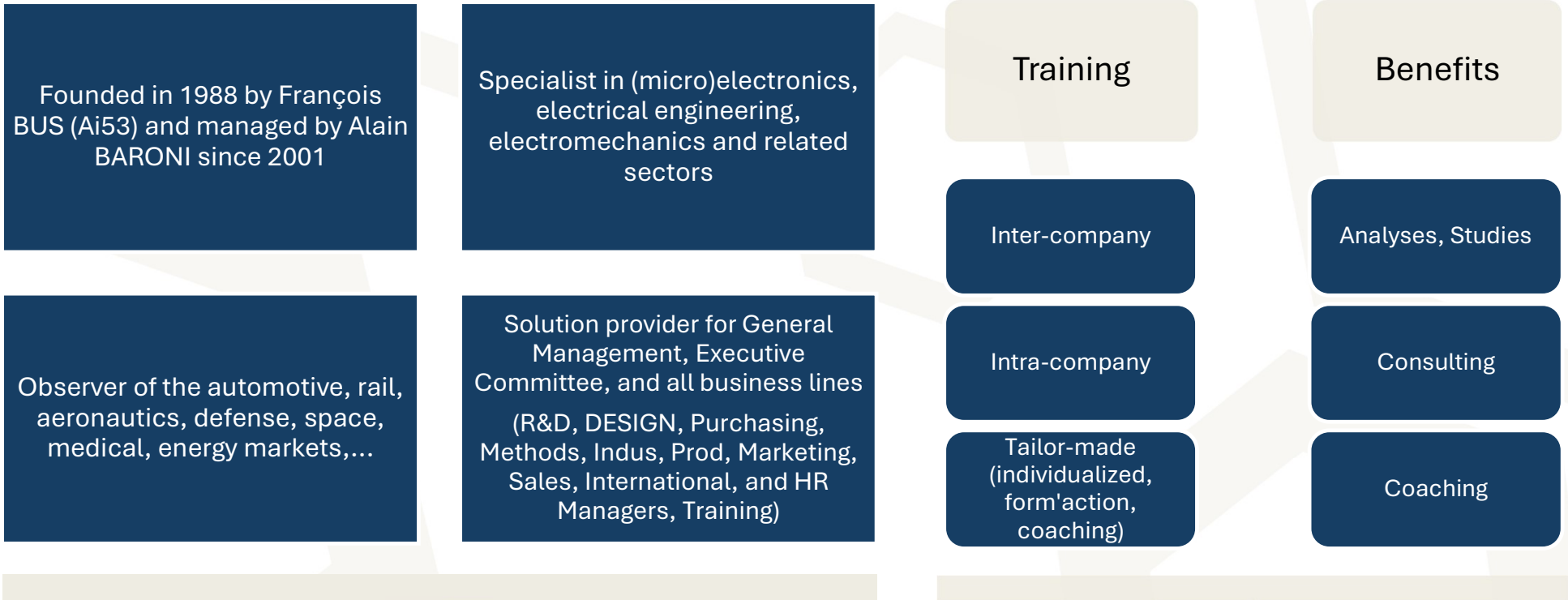


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## Identity

*A unique player that anticipates the challenges of tomorrow and supports the competitiveness of its customers.*



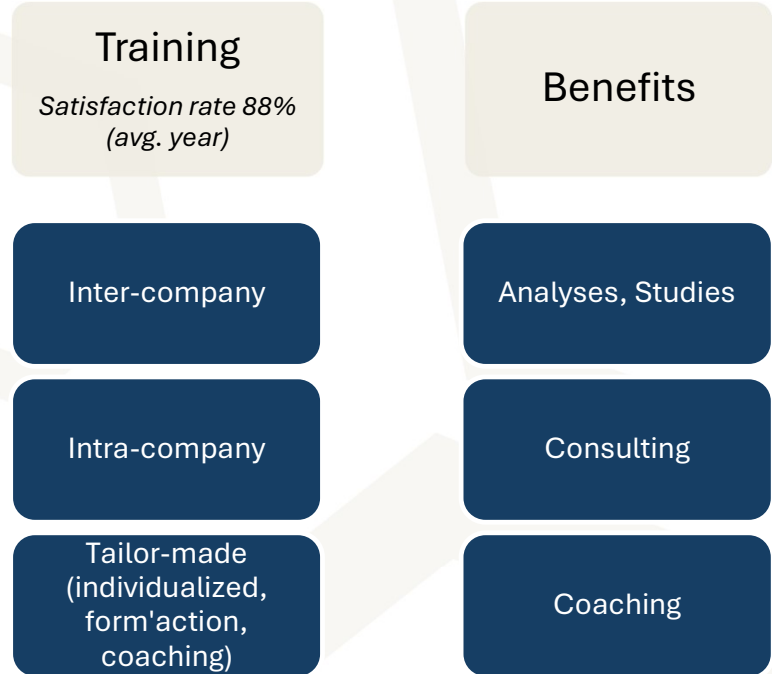
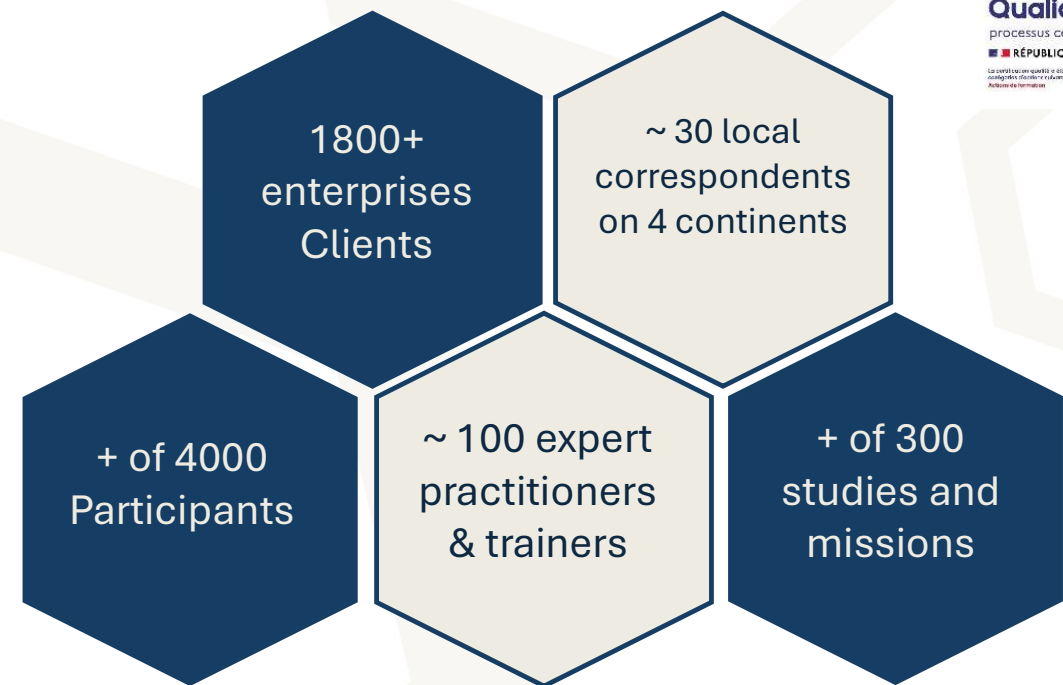


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## A few figures

*An intervention force in France and abroad to carry out the missions entrusted to it!*





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## They trust us (companies & institutions)

### MICROELECTRONICS



### ELECTRONIC



### ELECTRICAL ENGINEERING, ELECTROMECHANICS



### AUTOMOTIVE



### AERONAUTICS, SPACE, DEFENSE



### ENERGIES



### OTHER



### INSTITUTION





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## The FRAMATECH team (non-exhaustive)

### Permanent Staff



Alain BARONI  
CEO  
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Sheina GUEDJ  
Studies & Training  
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Victor BARONI  
Digital Commercial &  
Marketing Learners  
[victor.baroni@framatech.fr](mailto:victor.baroni@framatech.fr)

### FRAMATECH SA

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Mail : [formation@framatech.fr](mailto:formation@framatech.fr)

### Intercultural / Countries

- Kimiko B., *Japan*
- Dan M., Charles G. *China*
- Alain N., *Korea (South)*
- Sunita C., *Thailand*
- Raja M., *India*
- Anh H., *Vietnam* 
- Alexandre A., Henri D., *Indonesia*
- Pierre F. *Malaysia*
- Gaël M., *Gulf countries*
- Ahmad C., *Egypt*
- Guy C., *Germany*
- Eric V., *Italy*
- Jael T., *Tunisia...*

### Electronic & Industrial performance

- Stéphane B., *Engineering*
- Christian D., *CAD, electronic design*
- Franck B., *electronic reliability specialist*
- Didier S., *microelectronics*
- Harry R., *Industrial Performance*
- Robert M., *PCBA, Amdec Process*
- Roland D., *Power Electronics*
- Christophe D., *Lean Manufacturing, ERP, Supply chain, production*
- Khaled M. *Diagnostics EN 61010 Low Voltage*

Follow us:



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



# Our Consulting & Coaching offer

*More than 30 years of expertise in the industry,  
to help you achieve your goals*



## International industrial strategies

- You are a manager or you are in charge of the Industrials, Operations, Supply Chain, Purchasing, Innovation departments, etc.
- Faced with changes in the national and international industrial context, you must manage the following situations (non-exhaustive):
- Contact us to tell us about your project!

Analysing a situation, a risk

Study your product/market diversification

Promote your innovations, argue

Studying industrial cooperation (Make or Buy, JV,...)

Choosing a location (in France or abroad)

Search for industrial partners (suppliers, subcontractors)

Diversify your supply areas

Recruit a new team (in France or abroad)

Re-location in (France, Nearshore)





## International Business Strategies

- You are a Manager or occupy the Marketing, Sales, International Development and Export departments,...
- Faced with changes in the national and international economic and commercial context, you must manage the following situations (non-exhaustive):
- Contact us to tell us about your project!

Take stock of the current situation (markets, prospects, competition)

Building an economic model, business plan

Conquering new markets

Diversifying, creating synergies between Products and Markets

Prospect & Pre-qualify new leads

Create and strengthen your distributor network

Solving cross-cultural problems

Solve problems of lower margins, turnover,...

Solve internal organizational problems





## Electronic Performance Consulting

- You will be responsible for R&D, Design Office, Methods & Processes, Industrialization, etc.
- Faced with technological and industrial developments/disruptions, you must manage the following situations (non-exhaustive):
- Contact us to tell us about your project!

Make technological choices (materials, components, deposition processes,...)

Challenge and optimize your PCB design (CAD, Layout, finishes, component integration,...)

Reducing EMC impacts

Challenge, optimize PCBA and Rework manufacturing practices

Optimize and organize your internal industrialization & methods department

Ensure the production follow-up of your subcontractors

Ensure compliance with specific requirements (electronics, automotive, aeronautics, etc)

Calculer et agir sur la fiabilité de vos circuits électroniques (MTBF, essais accélérés, défaillances, etc)

Protect your cards against harsh environments (robustness)...



## Coaching *(Flexibility & discretion for decision-makers)*

### Strategic coaching

- You are a decision maker and your strategic analyses impact your organization for several years.
- You need to be challenged, to benefit from an outside perspective. You feel isolated.

Advancing Reflections, Confronting Choices

Bringing methodologies

Suggest new ideas

Providing new arguments, nuanced them

Benchmark with other experiences

Prepare for meetings

### Intercultural Coaching

- You are in contact with multicultural teams and/or you are developing your activities internationally.
- You need to confront your deciphering of situations, interpretations of messages, avoid blunders and blocking situations.

Providing intercultural deciphering (do/don't)

Understanding the messages, the hidden meanings, the unsaid

Restoring a favourable climate

Confronting possible solutions

Implement remote communication tactics

Prepare for meetings

### Informational Coaching

- You are an analyst, negotiator, decision-maker and you need information to analyse risks and remove doubts.
- No decision can be taken without activities in Economic Intelligence!

Interpreting information

Identify missing information and methods to acquire it

Improve internal communication

Organising feedback from the field

Challenge dashboards

Challenging weak signals

# Our training offer



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## Registration & Certification

- More than 30 years of training actions at the service of companies.



Since 1991,  
FRAMATECH is registered under  
number 93131336313 with the  
DREETS, Regional Directorate for the  
Economy, Employment, Labour and  
Solidarity



 **RÉPUBLIQUE FRANÇAISE**

La certification qualité a été délivrée au titre de la ou des  
catégories d'actions suivantes :  
**Actions de formation**

Since May 2020,  
FRAMATECH is QUALIOPi certified for  
the training action, under n°  
DE058914-3

*Renewed in March 2024*



# FRAMATECH

## Training offer

- You want to update your knowledge necessary for the evolution of professions, projects and techniques within industrial organizations,
- You are looking to acquire new, complementary skills that are immediately transferable to your activities,
- You want to benefit from strong educational content and feedback from the field, capable of orienting your reflections according to your particular context.



5 cycles, continuously updated



## « Management & Strategy » Cycle

Economic and industrial intelligence

Market / Purchasing intelligence

Management & promotion of innovation

The benchmarking method

Management of industrial cooperation

Preparing for negotiate

Customer Relations in High Tech

Corporate Social Responsibility (CSR)

new

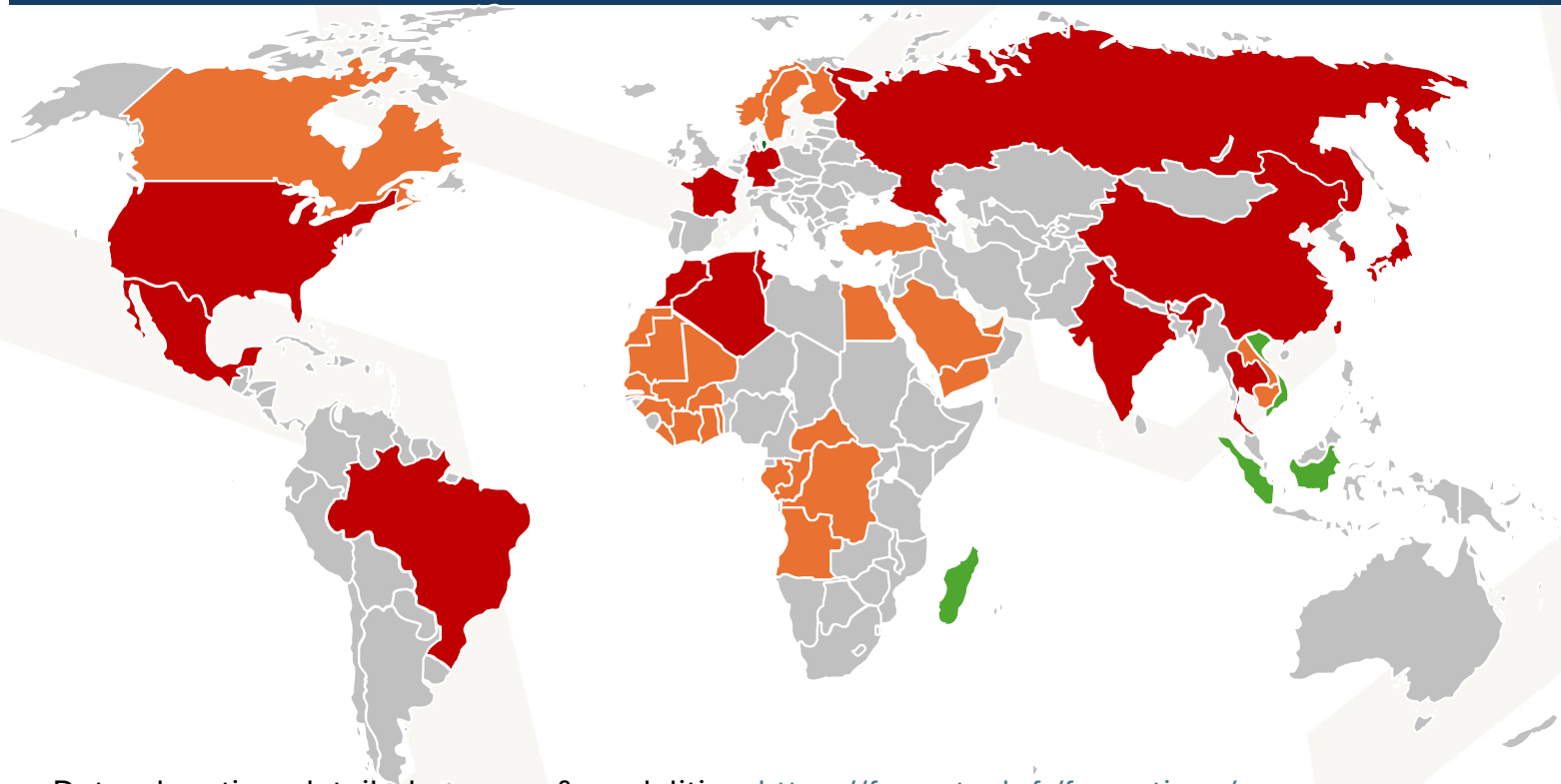
new

- Dates, location, detailed program & modalities: <https://framatech.fr/formations/>
- Possibility to send us an online pre-registration form, at the bottom of each training page

Detailed program application form in PDF: <https://framatech.fr/telechargement-catalogue-de-formations/>



## « Intercultural » Cycle



Sessions scheduled  
in the annual  
calendar

*Next dates available  
on the page  
"country, region"*

On-demand  
sessions  
*4-month period to  
set up an inter-  
company group  
15-day delay for an  
internal session*

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## « Electronic Performance » Cycle

FMEA and  
reliability of  
electronic  
equipment

Accelerated burn-  
in and testing of  
electronic circuits

EMC for PCBs

Assembling BGAs  
on Circuit Boards

Robustness of  
electronic boards

Bonding in the  
electronics  
industry

Microelectronics  
packaging

Semiconductor  
device  
developments (Si,  
SiC,...)

Power Electronics

IPC A 610  
(Exigences &  
certification CIS)

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## « Industrial Performance » Cycle

Production Method  
Engineering

Engineering in  
Supply Chain

Control Capability  
(CMC) | Statistical  
process control  
(SPC, MSP)

Design of  
Experiments |  
Taguchi Method

Troubleshooting  
Quality (8D)

AMDEC Process

Operational safety  
requirements in the  
automotive industry  
with EN 26262

Low Voltage  
Directive  
NF EN 61010

AEC-Q100  
Requirements

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## « Digital performance » Cycle

new

Mastering the  
Additive Manufacturing

Blockchain Strategies  
in an industrial  
environment

Decarbonization in  
industrial environments

Cyber-Defense of  
Industrial Systems &  
Embedded IoT

Implementing Artificial  
Intelligence

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# FRAMATECH

Société d'études et de mise en œuvre de stratégies industrielles internationales  
Hautes Technologies

To win, play FRAMATECH!

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