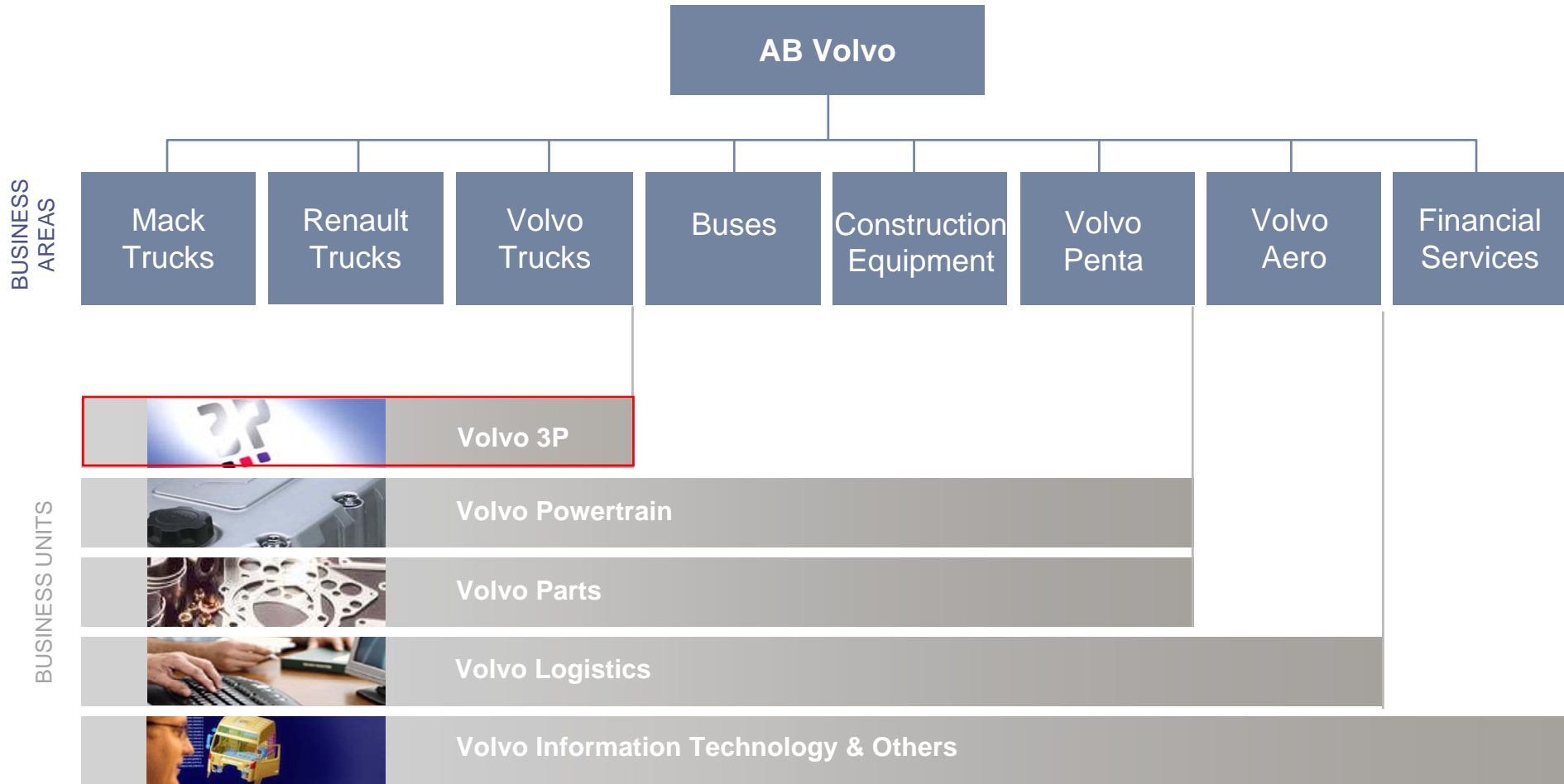


# Supplier Involvement in Product Development



**Anders Ydergård**  
Senior Vice President  
3P Product Development

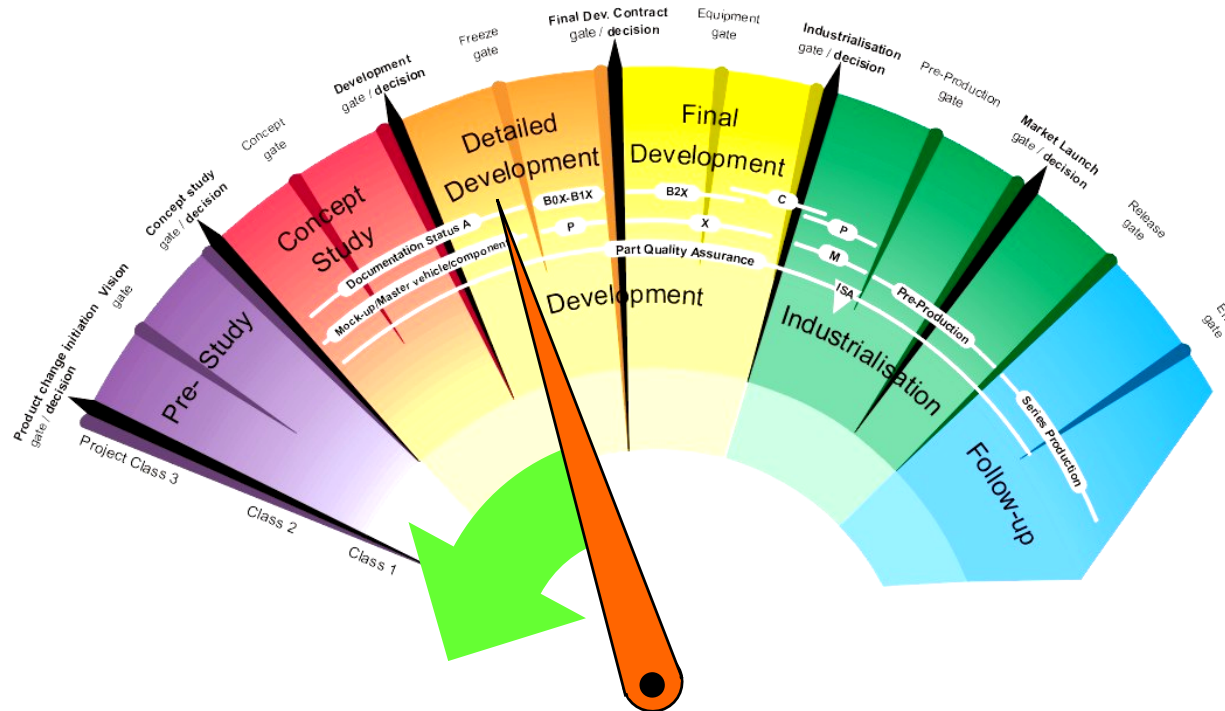
# Organisation



# Volvo 3P - A worldwide structure



# SIPD - Definition



Supplier involvement in Product Development (SIPD) is a process to guide how to work with suppliers from the early phases of development projects.

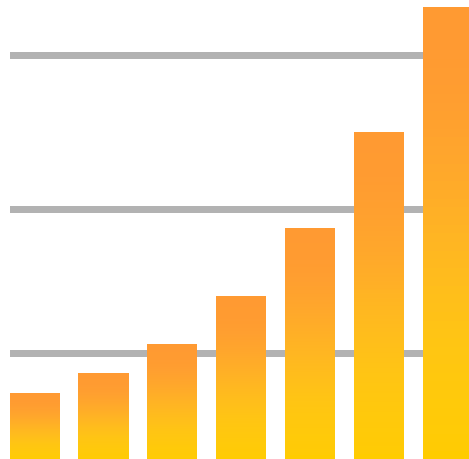
# We have high expectations...



Risk sharing



Flexibility



Efficiency



Innovation

# What it *really* means to be a Development Supplier

To develop a product that meets all demands posed on it during the whole product life-cycle

Assembly  
Vibrations  
Quality  
Logistics  
Interfaces  
Features  
Legal demands

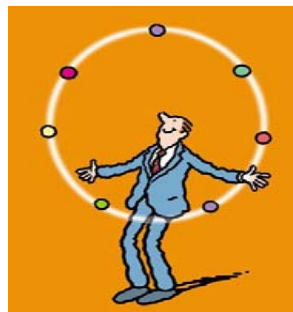


Geometry  
Technology  
Cost  
Aftermarket  
Functionality  
Environment  
Variety

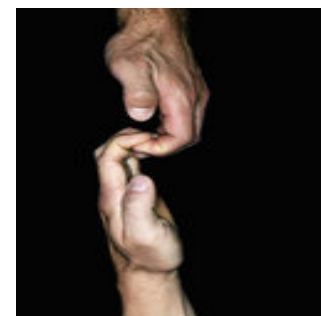
# Nine key features of a Development Supplier



World-class engineering



Project management



Manage 2nd tier suppliers



Prototyping and calculation



Design to cost



Know the truck business



New technology development



Testing and verification



Be proactive!





**Together we can develop the future!**

**Thank you**