

**BOSSARD**

Proven Productivity

PROVEN

# How to increase your productivity

PROVEN

**Head into the  
future safely  
and efficiently.  
Does your com-  
pany leverage  
the hidden  
potential found  
in production?**

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*Please take a moment to reflect on whether your company is fully prepared for the future.*

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*Bossard not only supplies a complete range of fasteners. We provide customers with technical expertise, optimized workflows, and intelligent solutions for logistics processes. Discover our range of products and services.*

## 26 **About us**

*Bossard stands for over 185 years of reliability, quality and expertise. Find out more about us.*

**Do your products  
get to market on  
time?**





## TIME TO MARKET

All over the world, developers are at work on similar innovations. The pressure to be first to market has never been greater. At the same time, expected delivery times have never been tighter. Bossard understands how optimizing fastening technology processes speeds up time to market and shortens production times. We focus on saving time.

**Is your production process truly lean?**

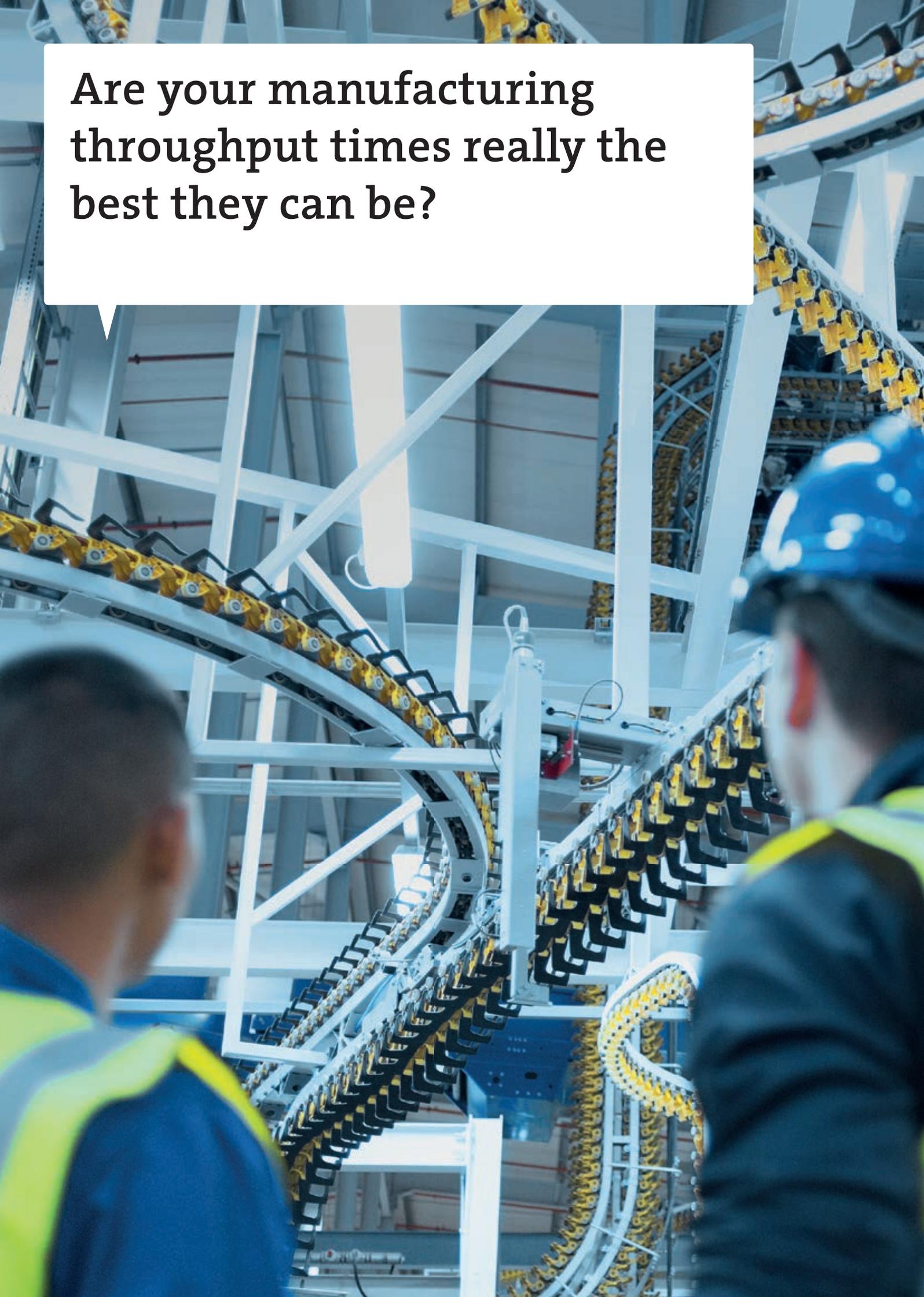




## LEAN PROCESS

Globalization is constantly reshuffling opportunities and risks for industrial suppliers. In this sea of constant change, total production cost is more important than ever in maintaining a competitive edge. Bossard simplifies processes to systematically save time, money, and resources. This, in turn, allows customers to run their operations based on reliable cost planning. Bossard can turn effectiveness and efficiency into real savings.

**Are your manufacturing  
throughput times really the  
best they can be?**

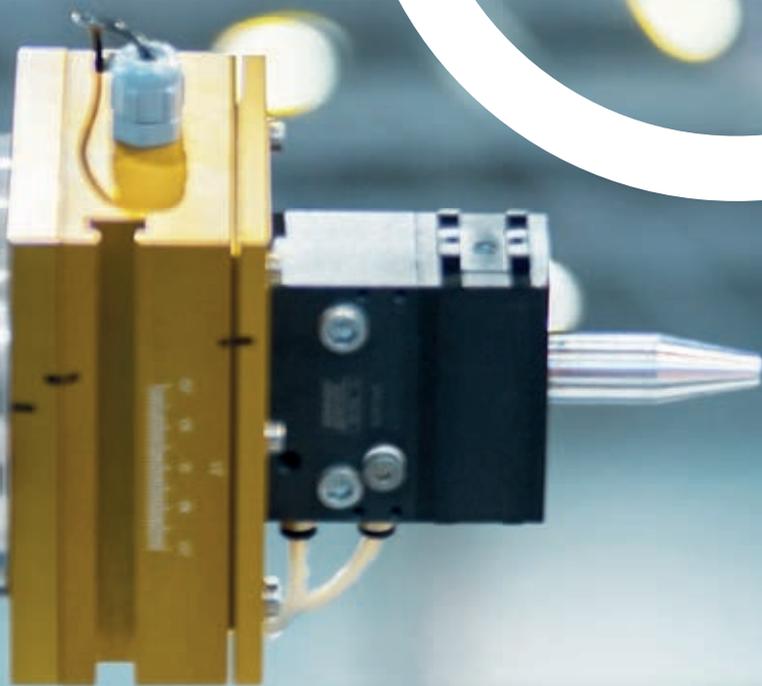


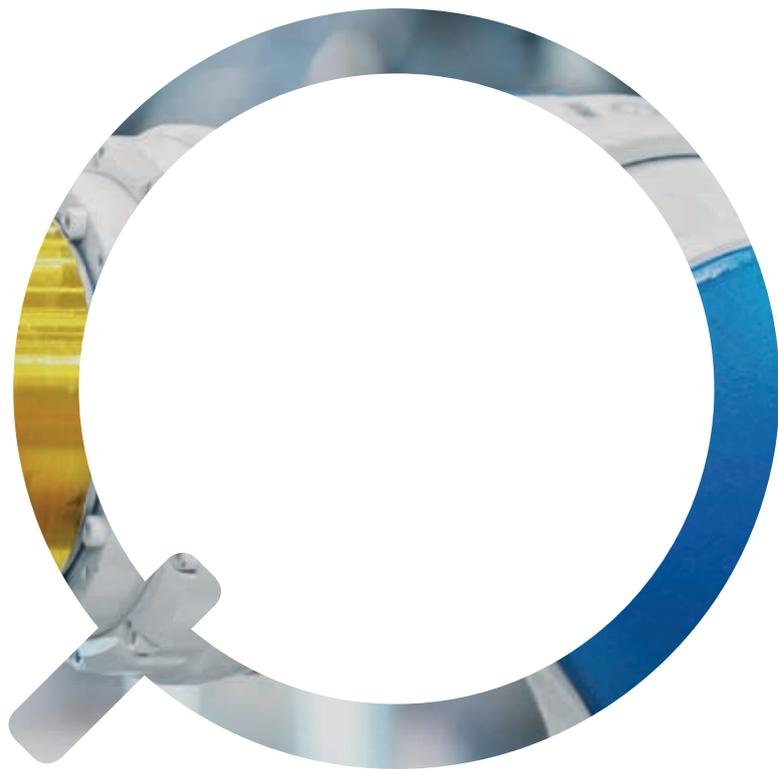
$$\frac{(240d - 8h)}{X} \cdot Y = \frac{10}{20}$$

## BETTER THROUGHPUT

By linking people, things and machines, the Internet of Things is revolutionizing industry, opening up entirely new dimensions for optimizing the value chain. Bossard methodically identifies how customers can cut throughput times using forward-looking logistics systems. We support building agile and intelligent production facilities. To us, fast means smart.

**Is the quality of your  
fastening solutions what  
it should be?**

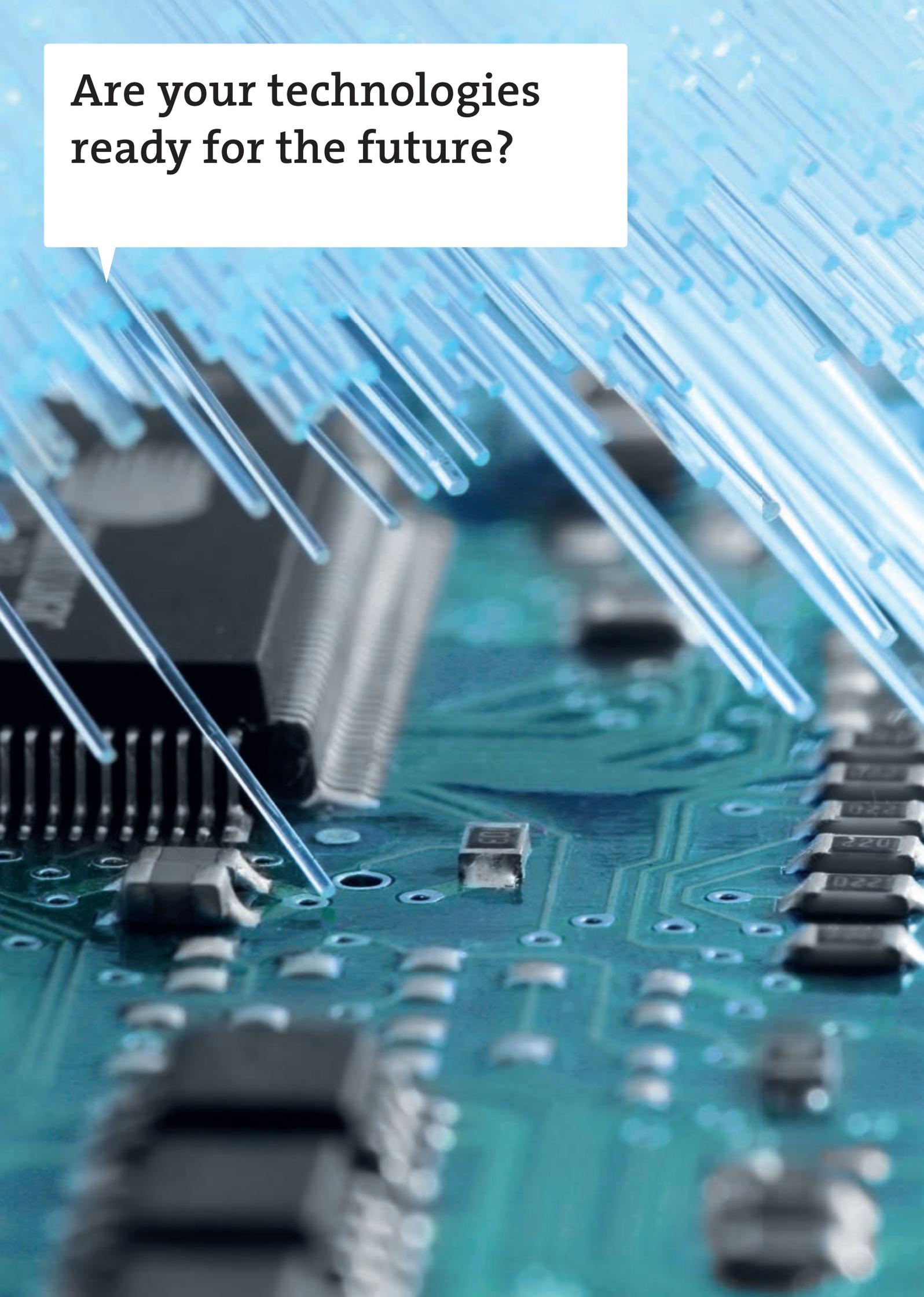




## HIGH QUALITY

Technological innovations, new materials and excellent production techniques place extraordinary demands on fastening technology. Bossard anticipates the needs of industry leaders and keeps pace with their developments. We support our customers with innovative fastening elements, customized solutions and comprehensive process consulting. For us, quality has many facets.

**Are your technologies  
ready for the future?**



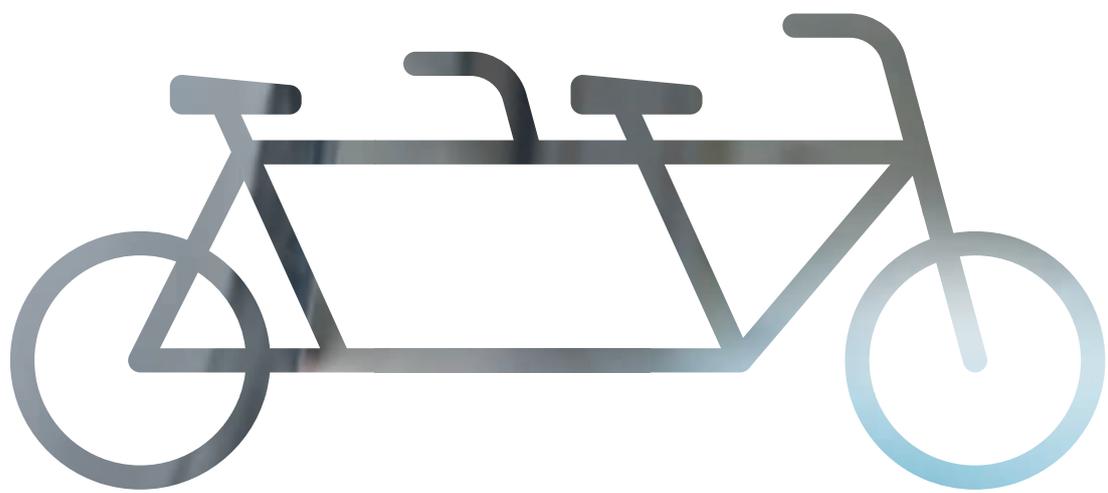


## INNOVATIVE TECHNOLOGY

Their unwavering belief in ever better solutions puts many companies on the road to sustainable success. Innovative details and future-proof designs drive that success in equal measure. In the search for solutions, Bossard supports customers along both dimensions: from innovative fastening technologies to fully automated and transparent delivery processes. We catapult your technologies into the future.



**Do you count on lasting  
partnerships?**



## RELIABILITY

The fast pace of today's society affects not only consumer behavior. Lack of time and constantly changing points of contact also characterize business relationships. Bossard resolutely bucks this trend. Over the long term, loyal customers should be able to rely not only on solid products but also on ongoing guidance. We build our team with careful attention to continuity. This means we will be there for you tomorrow.



Time To Market



Reliability

# Pro Produ



Innovative  
Technology

# Proven Productivity



Lean  
Process



Better  
Throughput



High Quality

Our Proven Productivity value proposition allows us to see which of our strengths help our customers improve their competitive edge for the long term. We leverage your hidden potential.

## THE RULE OF 15-85

The purchase price of a fastening element is just the tip of the iceberg. At Bossard, we cut the costs of the hidden part.

### Hidden elements

Whether small everyday objects like smartphones and computers or larger industrially manufactured products like trains and tractors – they all represent technological progress. If you look more closely, you'll see that they are all made of thousands of individual parts. About half are fastening elements.

*The hidden aspects of fastening elements account for approximately 85 % of the total cost of ownership (TCO).*

### Hidden potential

Things like screws, nuts and rivets are immediately visible. Some things, however, remain hidden until you take a closer look: Bossard calls that the "hidden potential" of fastening technology. Bossard leverages this potential and avoids unnecessary costs.

15 %

Visible costs

Costs of a fastening element

85 %

Hidden costs

Development

– Design

– Procurement

– Logistics and handling

– Ordering and storage

– Quality assurance

– Preassembly and assembly

### **Uncovered cost savings**

The price of a fastening element makes up only about 15 % of the overall cost. The remainder goes towards development, procurement, testing, inventory, manufacturing and logistics. This has a considerable impact on the total cost of the end product. Indirect production costs ultimately handicap competitiveness. Industry experience clearly shows that cost savings of nearly 50 % could be achieved in logistics and engineering. Bossard has recognized the underlying interdependencies and accepted the challenges. Every solution we develop aims to cut the costs of fastening elements in accordance with the total cost of ownership concept. This is what we call “the rule of 15-85.”

*Keeping production costs down right from the start – that is our goal.*



*“In our quest to find the hidden potential of fastening technology, we at Bossard have one crystal-clear goal: to strengthen our customers’ competitiveness – sustainably and measurably. With our holistic Proven Productivity concept, we make a promise to our customers: We will view your product as a whole in order to uncover its hidden potential, and we will do everything in our power to move our customers forward.”*

Daniel Bossard, CEO Bossard Group

## PROVEN PRODUCTIVITY

**Smart fastening solutions, future-proof logistics systems and lean processes can optimize the value chain in industrial manufacturing. We take a systematic approach to evaluate hidden potential.**

### **Getting ahead together**

Bossard works closely with its customers to develop solutions that are better, faster, more efficient and less expensive. We constantly find ways and means to optimize costs.

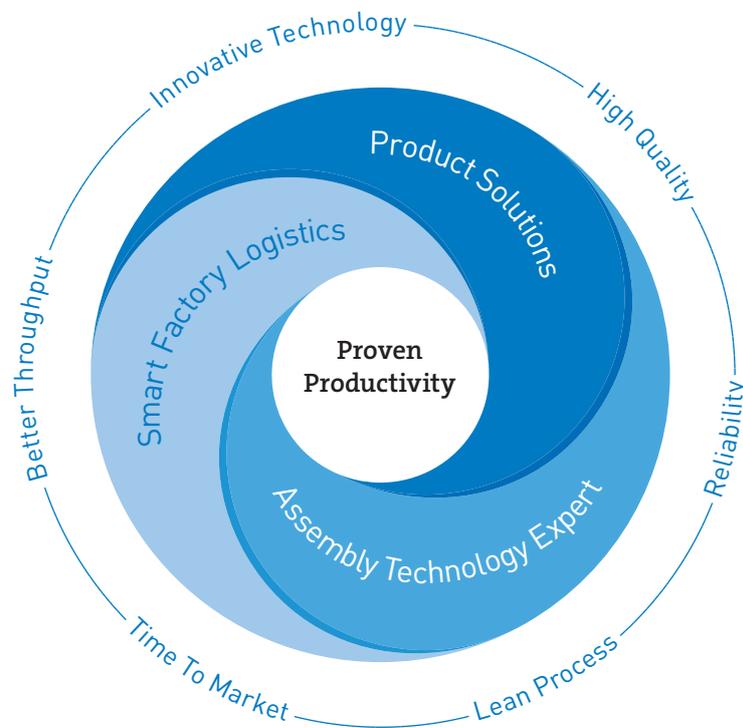
***We improve our customers' competitiveness through efficient solutions along the entire value chain.***

This mindset, combined with targeted analysis and implementation, is known at Bossard as Proven Productivity. Understood as a promise to our customers, Proven Productivity has two aspects: First, it's tried and true. And second, it sustainably improves our customers' productivity.

### **Strong performance**

By working intensively with our customers over the years, Bossard has honed in on what really works over the long term. The experts at Bossard know what it takes to boost our customers' competitive position. We support customers in three core areas of strategic importance: First, we find optimal product solutions – we evaluate and use the best fastening element for the intended application. Second, from the moment our customer starts designing a new product, our application engineers provide the most intelligent solution for any given fastening challenge. And third, we deliver the leanest customer logistics – reducing or even eliminating procurement costs along the entire supply chain.

***To us, Proven Productivity means measurable success.***



The Proven Productivity model focuses on customer benefits.

### **A step ahead**

Proven Productivity is rooted in our corporate history and, in today's increasingly competitive market environment, permeates every fiber of our global organization. It is a philosophy that motivates every Bossard employee to stay one step ahead each and every day, thus strengthening our customers' competitiveness sustainably and measurably. Ushering our customers into the future requires that we always think one step ahead.

## PROVEN PRODUCTIVITY STORIES

**Proven Productivity stories** are about the success of our customers, making our performance directly measurable.

### **Proven Productivity**

Moving ahead together takes the right employees and premium products. But that's not all. It also takes customers willing to ride the cutting edge. Time and again, successful companies vouch for Bossard's range of solutions, our extensive expertise and our strength of innovation. The words of Bossard customers themselves best illustrate the Proven Productivity experience.

Watch all the success story videos on our website:  
[www.bossard.com/proven](http://www.bossard.com/proven).

### *Quantifiable success month by month*



Thomas Siegenthaler, Head of Production  
Traction Converters, ABB Switzerland Ltd.

### *20% gain in efficiency with one rivet*



Rolf Meier, Head of Procurement and Logistics,  
Griesser AG, Switzerland

*Reducing the complexity of order processing by 25 %*



YD Meng, General Manager,  
Bühler (China) Machinery Manufacturing Co., Ltd.

*Faster to market with 83 % shorter throughput time*



Berthold Kübler, Head of Operations and Logistics,  
Hawa AG, Switzerland

*Optimized supply: 10 million parts per year with Bossard's inventory management*



Richard Penichout, Metal Parts Buyer,  
Somfy, France

*Close cooperation increases product safety and reduces inventory by 75 %*



Shi Yanyu, General Manager Excavator Division,  
SDLG Construction Machinery Co., Ltd., China

## PRODUCT SOLUTIONS

Whether a suitable standard solution or a customized component – fastening technology must be matched with a specific customer need.

### Innovative and unique

The life cycle of industrially manufactured products is defined by the quality of the individual components used to build them. While standard solutions work for some items, others require branded solutions or customized components.

*With over 1,000,000 different fastening elements and precision parts, we thoroughly cover every fastening challenge.*

## Wide range of fastening solutions

1

### Standard parts

Screws, nuts, rivets, washers, bolts, pins and electrical fasteners in stock: Bossard ships more than 20 billion product solutions a year.

2

### Bossard ecosyn®

The ecosyn® products are smart, safe and efficient high-quality fastening solutions based on innovative engineering.

3

### Brand partners

A global alliance with carefully chosen brand partners round out the assortment of fastening elements.

4

### Engineered products

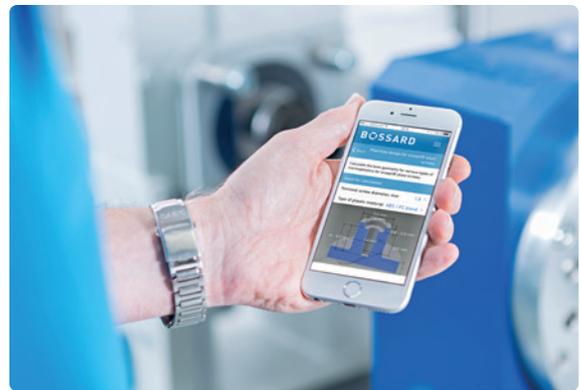
We develop engineered precision parts such as cold extruded, turned, milled, stamped and bent parts. We also provide special surface treatments or coatings.

## ASSEMBLY TECHNOLOGY EXPERT

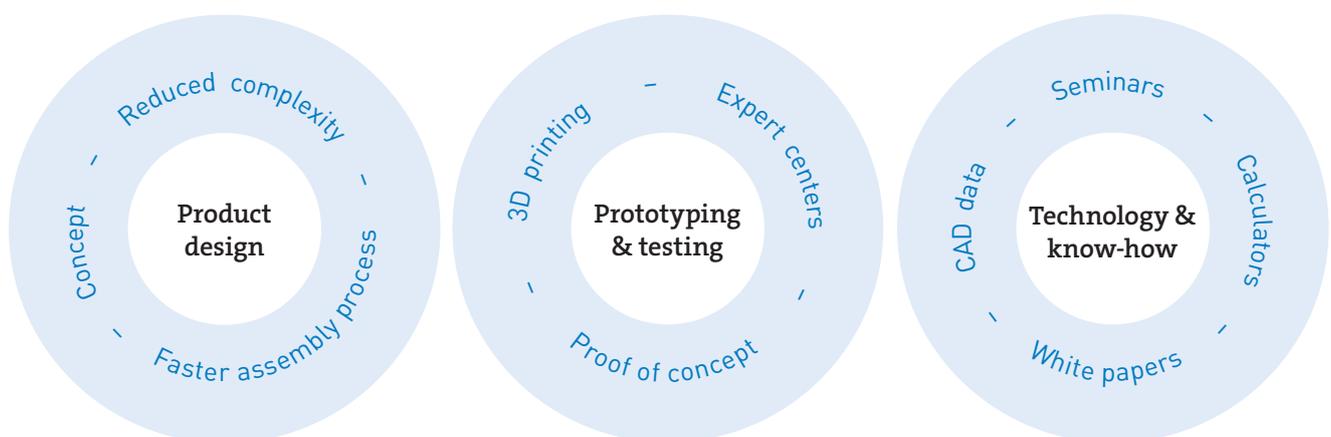
# Making the right choice of fastening solution speeds up assembly and reduces life cycle costs.

### Engineering services

Product designers and production engineers all face a maze of challenges when designing and building their products. Customer products must not only be functionally and visually compelling, but also safe, economical and efficient to produce. For this reason, choosing the right fastening technology in all early development phase is fundamentally important. The application engineers at Bossard have the expertise to help make that critical decision.



Bossard calculators and converters are designed for engineers, technicians and designers.



Considering safety, profitability and assembly processes of fastener aspects in an early design stage is essential.

Identify hidden challenges and ensure high quality standards.

Bossard offers useful tools and detailed information on fastening technology.

## SMART FACTORY LOGISTICS

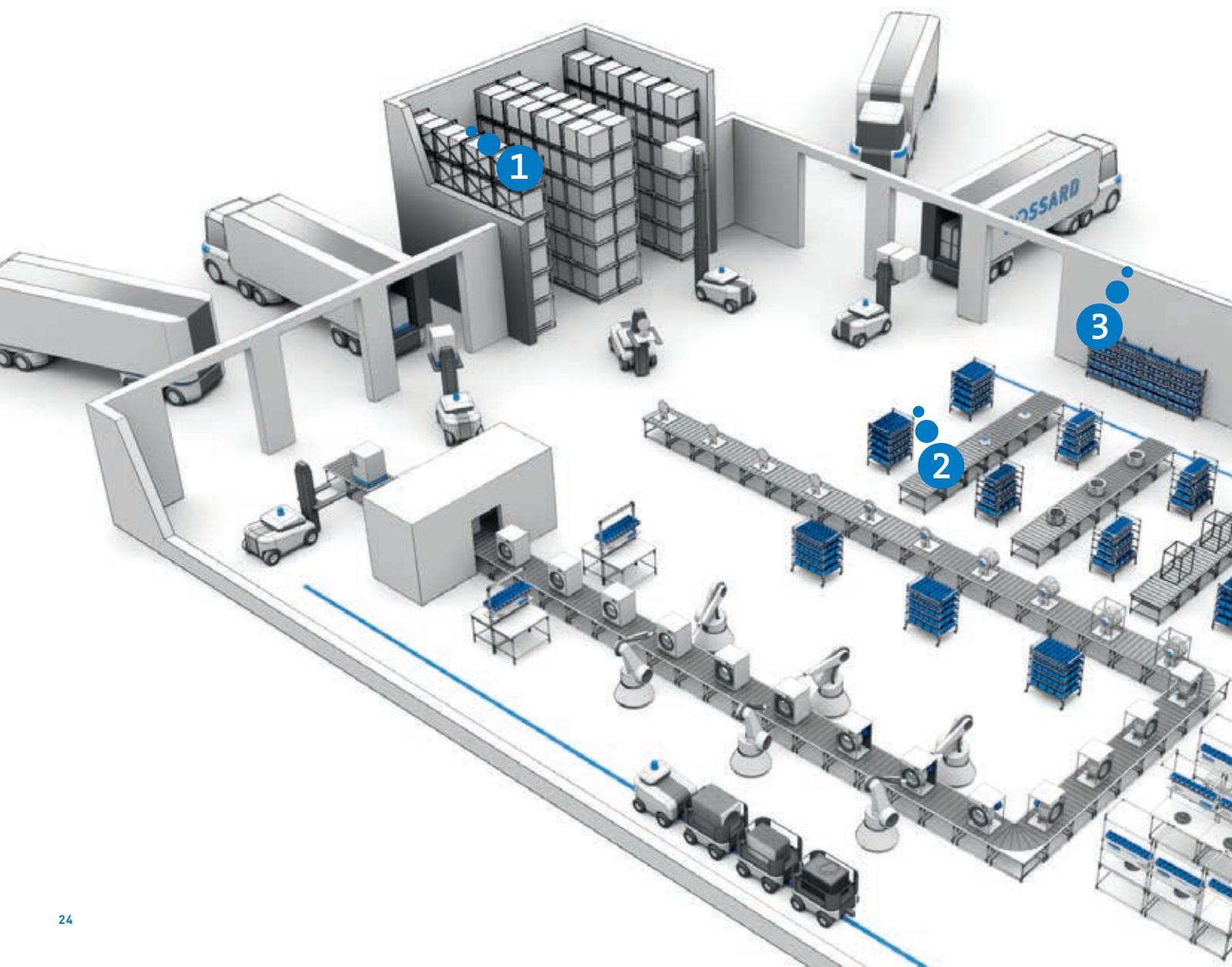
Smart Factory Logistics is an end-to-end service for managing your B- and C-parts. It is a time-tested and proven methodology that helps to leverage hidden potential for productivity improvement.

### 1 Bulky goods area

Smart pallets are used to store heavy and bulky items with a high volume. Material weighing up to 1,000 kg can be managed.

### 2 Assembly line

The material supply at the assembly line is optimized, fully automated and reliable – mobile and wireless.



### 3 Supermarket area

Maximum savings on order management cost, significant reduction in material handling cost, lowest inventory holding cost, and highest availability thanks to real-time data.

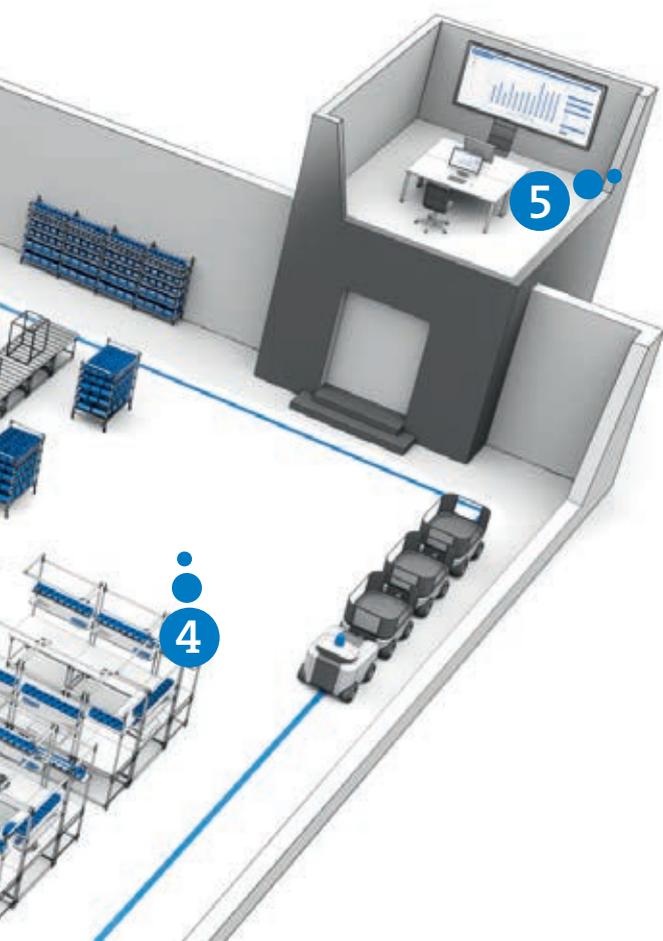
### 4 Workcell

The optimum quantity is always available at your workcell – ergonomically integrated into your operations.

## Your benefits

- Increased agility
- Improved predictability
- Leaner processes
- Maximum flexibility
- Proven Productivity

Learn more about managing B- and C-parts in a smart and efficient factory:  
[www.smartfactorylogistics.com](http://www.smartfactorylogistics.com)



### 5 Operation dashboard

ARIMS application software analyzes big data to uncover meaningful patterns, which increases supply chain predictability and efficiency. The mobile app provides total transparency and security by ARIMS for smart devices.



## WORLDWIDE PRESENCE

In a global market environment, customer proximity is a core value for long-term and sustainable partnerships.



### Global – local

The Bossard Group is a market leader for fastening technology. With its extensive product range, application engineering and logistics systems that handle every aspect of B- and C-parts management, Bossard has established itself as an end-to-end supplier and valued industry partner.

*We rely on local partnerships and global quality standards.*

Operationally independent business units use common principles and systems to provide consistent services. That is why Bossard is able to offer the same quality and reliable services at all locations worldwide.

## SETTING STANDARDS

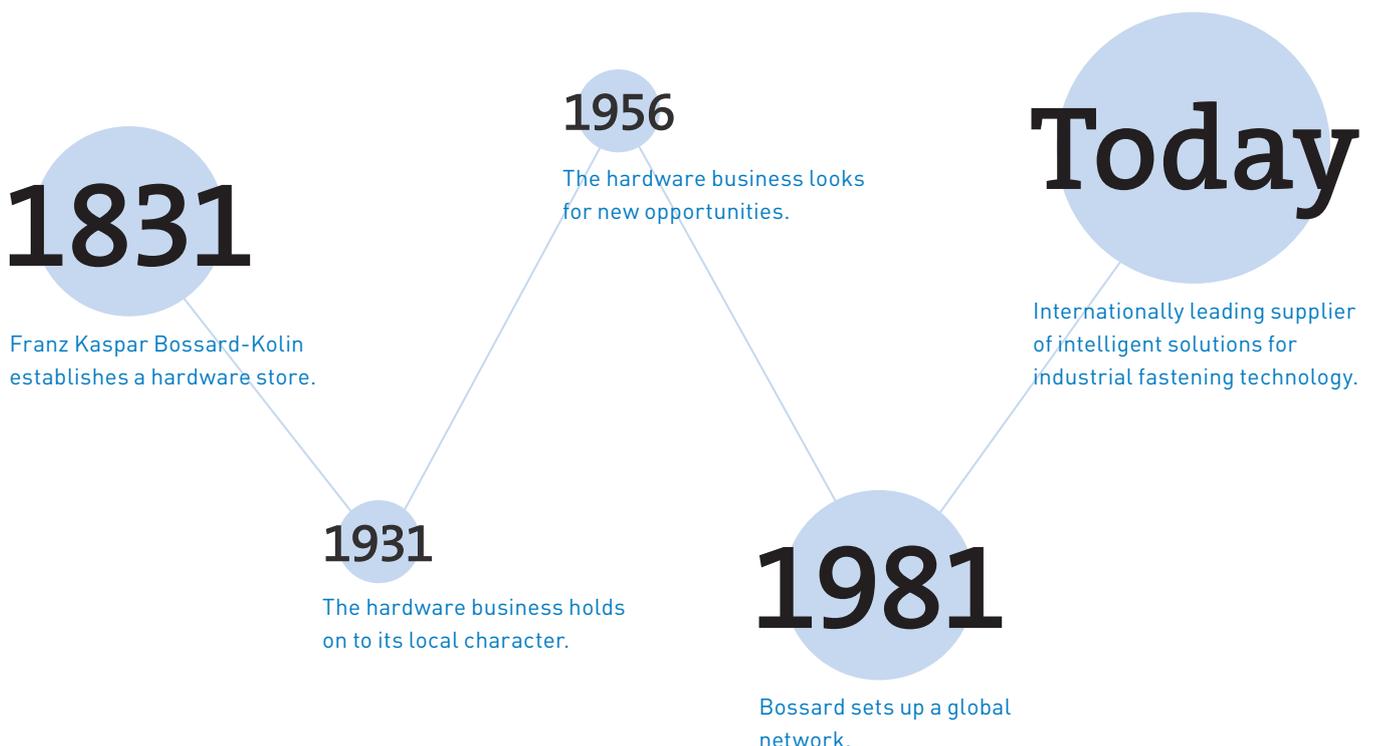
We view the status quo as just the starting point to go further. To find better solutions, we look at every angle with critical eyes.

### Traditional – future-oriented

The history of Bossard began in Zug as a small hardware business selling tools, fittings and screws. The ability to constantly change and adapt, the desire to find the best solution for every customer need, regardless of the industry, and to set new standards is what continues to drive Bossard. We know that the status quo is merely the starting point for something new.

Reliability, quality, precision, inventiveness and know-how have been anchored in the DNA of Bossard for seven generations. That is also how we take on the challenges of the fourth industrial revolution and turn them into real competitive advantages for our customers.

*The desire to find the best solution for our customers has inspired us for over 185 years.*

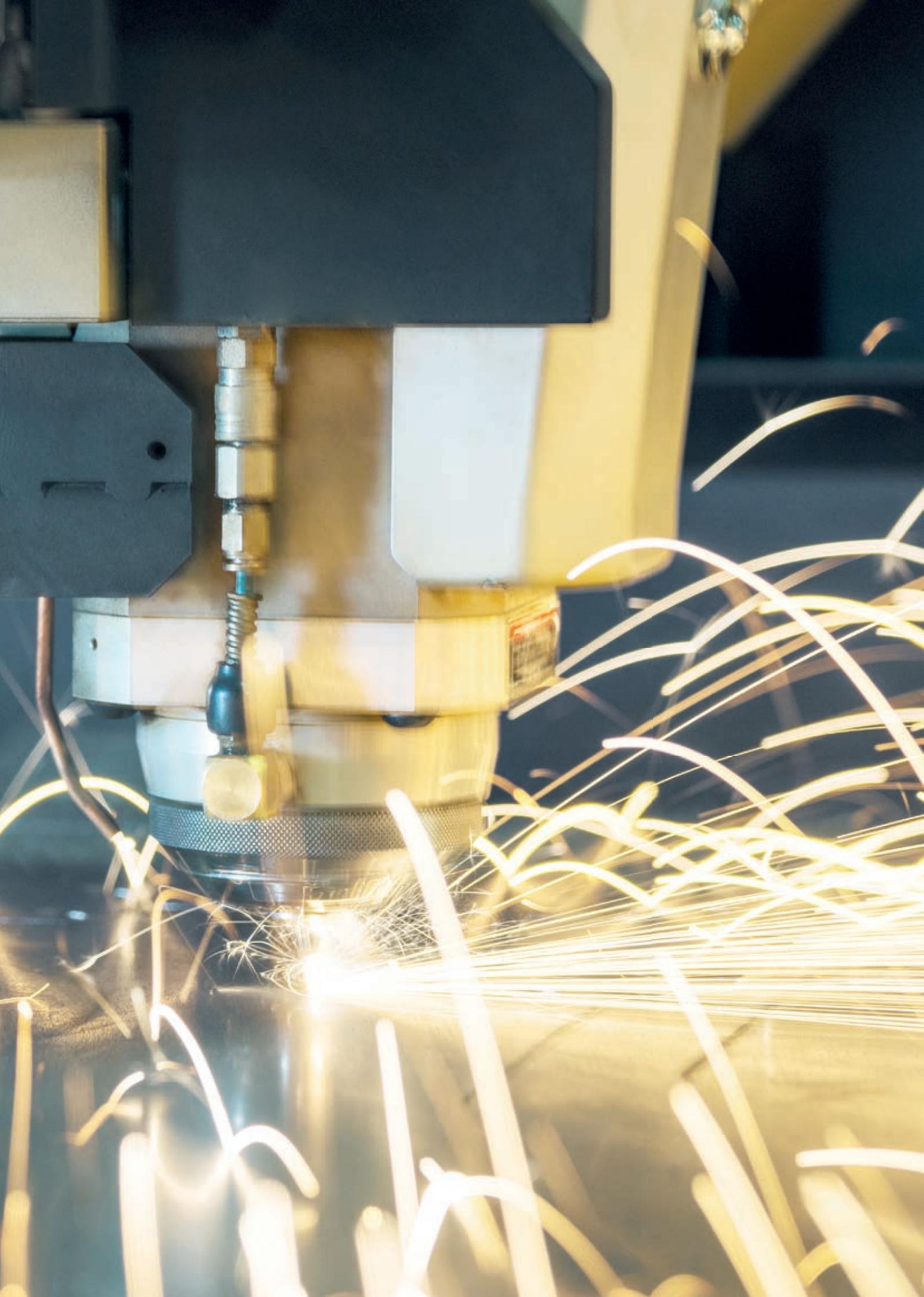


FUTURE

# Has your factory joined the fourth industrial revolution?

Networking the virtual with the material is forging ahead. Logistics, in particular, has made great strides since the advent of the fourth industrial revolution. Intelligent logistics forms the backbone of forward-looking production. Bossard joins forces with customers to replace time- and resource-intensive processes with smart ones that use decentralized intelligence and real-time data. Is your operation ready for a world where machines and products coordinate and align themselves with one another? We turn your factory into a smart factory.







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