

Innovation Excellence Enhancement

Drive innovation leadership and transform your business



Innovation Drives the Economic and Social Development

In the midst of the highly dynamic global landscape, numerous innovations, such as the meteoric rise of transformative technologies like AI, are emerging nowadays and profoundly driving the economic and social developments of the human beings. EAC supports you to enhance innovation excellence within this context worldwide.



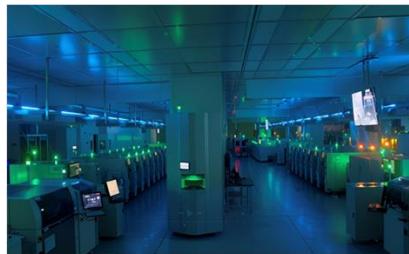
INNOVATION EXCELLENCE ENHANCEMENT – Innovation plays a key role in “New Quality Productive Force”

After China has become the global major manufacturing power while faced with the challenges along with the slowing-down economy, urbanization, demographic changes and public health, **Innovation** has increasingly played a leading role in the industrial upgrade towards high quality economic development.

Especially in **efficiency-driven & customer-focused innovation**, Chinese companies have become global innovation frontiers. Industrial giants like NIO, JD, Huawei, Haier, Midea or Xiaomi increasingly set innovation standards instead of following their Western peers:

XIAOMI SMART FACTORY

- **Smart Mobile Phone Factory powered by 5G and Artificial Intelligence**, with size of 18,600 square meters
- Equipped with a **fully automated (“black light”) production line** spanning processes from production management to machine processing, packaging and storage
- Capable of producing **>1 million smartphones a year** (focus on Xiaomi’s high-end premium smartphones)
 - Factory will be also used for testing cutting edge materials, technologies, & manufacturing process, as well as, for pre-research projects, and automation equipment R&D
- Next expansion phase expected in around three years



Alibaba RHINO SMART MANUFACTURING

- **Fully digitized facility leveraging intelligent manufacturing and automation** that gives micro garment merchants fast-fashion speed:
 - Raw materials are all coded and assigned with a unique ID, along with a QR code
 - Cutting, sewing, and printing machines are connected to digital systems, utilized to plan, manage and track the entire production process
 - Automated guided vehicles, pick-and-place robotic arms, and conveyor belts are used to transport materials to workers around the plant
- Allows merchants to order as few as **100 pieces**, with a **lead time of 10 days**
- **Tangible achievements:**
 - Reduced need to hold inventory by 30%
 - Shortened the delivery time by 75%
 - Cut water consumption by 50%

Source: Gizmo China, KrAsia, EAC

However, China still needs to make improvements in the **fundamental research** and **science and engineering-based innovation** – an area where we expect **strong transformation in the next decade**.

EAC has been active in China for 30 years. Our first-hand knowledge through local resources and networks enable our strong competence in **enhancing innovation and transforming your business along with the industrial upgrade and green development**.



Key Questions for your Innovation Excellence:

- Do you know about the latest technology roadmaps, best practices, new ideas and avant-garde business models?
- Are you actively driving your company to be an innovation leader?
- With the footprints in Asia, Europe and USA, how to coordinate to achieve high innovation output and adapt quickly to the market dynamics?
- Are you adopting faster, more agile and localized ways of in-house innovation?
- How to build up your innovation eco-system and who are the right partners to work with?



INNOVATION EXCELLENCE ENHANCEMENT – How and what to drive your innovation

WAYS TO DRIVE INNOVATION AND TRANSFORMING YOUR BUSINESS

1 INNOVATION SCREENING & TREND SCOUTING

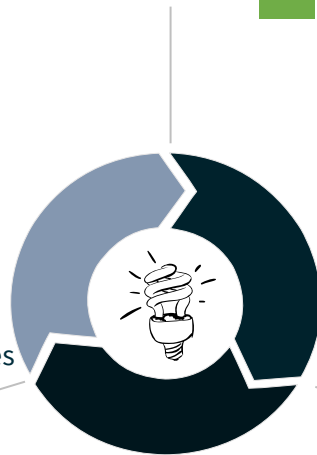
- ✓ Technology roadmap and growth drivers
- ✓ Get insights into China’s innovation value chain and eco-systems
- ✓ Learn about best practices, new ideas and avant-garde business models
- ✓ Identify growth opportunities in both your home market and in China

2 ANALYSIS KEY APPLICATIONS INDUSTRY & CUSTOMER REQUIREMENTS

- ✓ Assessment of key application industries and use cases
- ✓ Target customers and key customer requirements, technical and commercial
- ✓ Cooperation with existing valve suppliers and potential entry opportunities

3 INNOVATION INITIATIVES AND IMPLEMENTATION

- ✓ Innovation initiatives, business models and scenarios
- ✓ Product innovation/ “design-to-value” based on market and customer requirements
- ✓ Acquisition/ partnership with local players
- ✓ Resource planning and investment requirements
- ✓ Implementation roadmap



Strategic Innovation Topics

Product

“Design-to-Value” product development and adaptation to market development

Technology

Technology roadmap, trend scouting and opportunity evaluating

Business model

Forward-looking business transformation to capture market growth

Supply chain

“Make-or-Buy” decision by balancing design flexibility vs. local sourcing

Service

Transformative service excellence mindset with focus on local customer needs

Process

Establishment of innovation system, culture, operation and measurement

Organization

More efficient sales, service & operation set-ups for customer valued deliveries

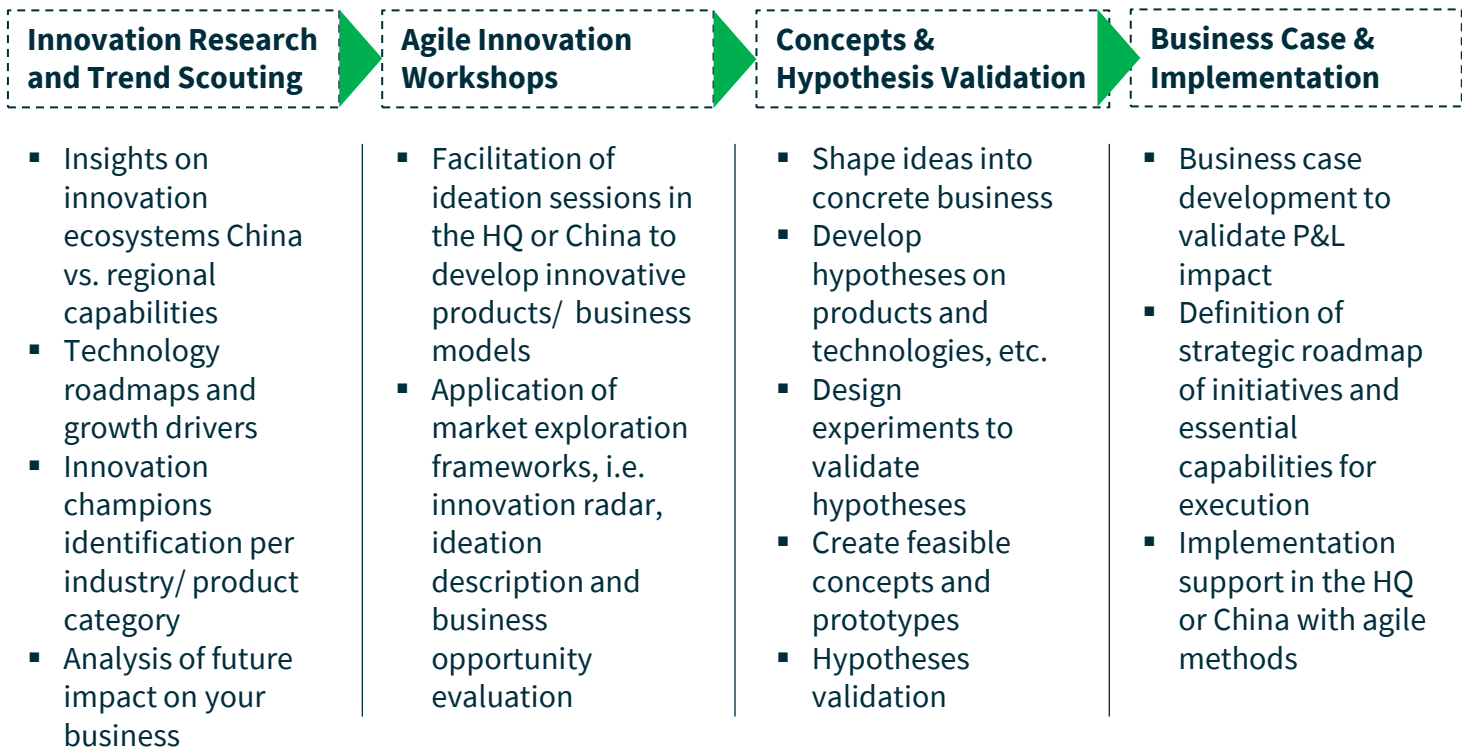
Eco-system

Co-development, be more system-relevant, partnership along value chain



INNOVATION EXCELLENCE ENHANCEMENT – EAC methodology and case study

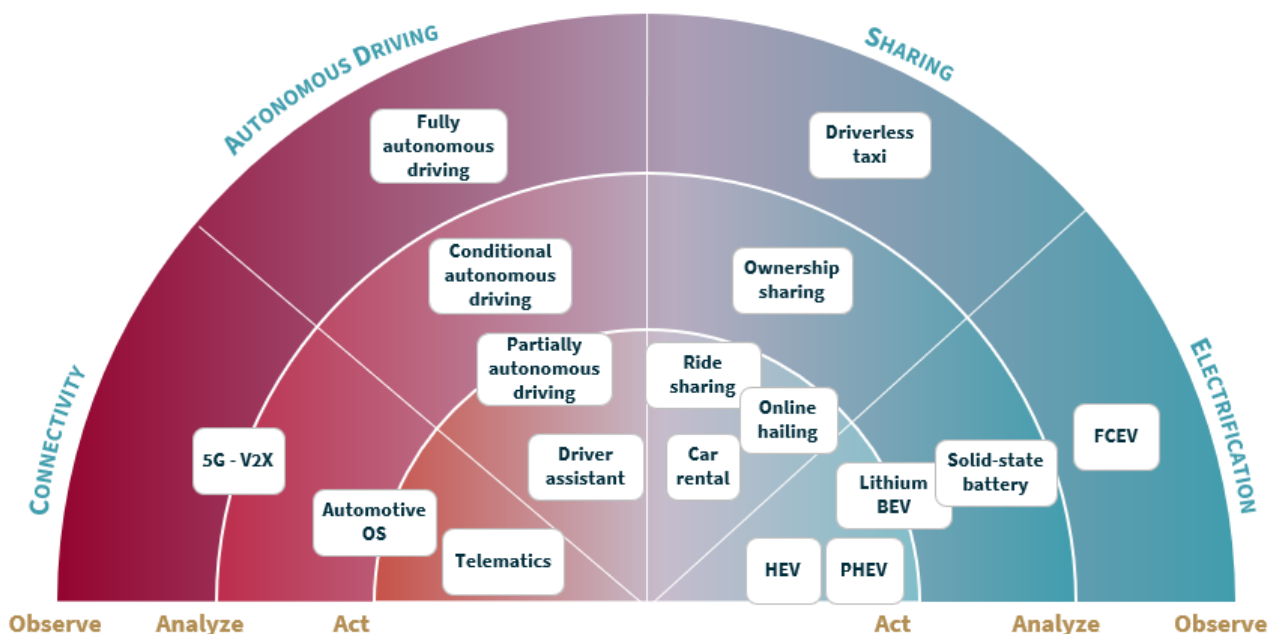
❑ EAC OFFER – INNOVATION SUPPORT FROM IDEATION TO EXECUTION



❑ EAC CASE – INNOVATION RADAR FOR TRANSPORT DISRUPTIVE TRENDS

POTENTIAL IMPACT ON POWERTRAIN PRODUCT DESIGN...

EAC PROJECT EXAMPLE





**INNOVATION EXCELLENCE ENHANCEMENT –
Benefit from our local network**

Contact our experts directly to discuss goals and ideas

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EAC – YOUR PARTNER OF CHOICE IN ASIA

30	IN OVER 50	MORE THAN 2,500
YEARS OF EXPERIENCE	COUNTRIES AROUND THE GLOBE	PROJECTS IN GROWTH MARKETS



For four years in a row, EAC has been one of the best management consultancies in Germany.



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