



# Stronger Sustainable Offer, FSP 2.0



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SVP SALES AND MARKETING



# Full Service Provider

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ENGINEERING → MANUFACTURING → PROCUREMENT → LOGISTICS

ECO-EFFICIENT SOLUTIONS

QUALITY

BULTEN CULTURE



# From complex and time consuming to **one point of contact**



Supplier  
Supplier  
Supplier

One point of contact



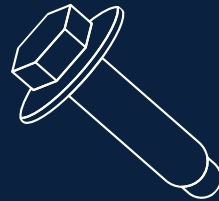
BULTEN

Full Service Provider





FULL SERVICE PROVIDER



# Automotive OEM Challenge

## Control and cost efficient complexity

8 000 – 15 000  ≈ 20 - 25%

OEM number of assembly components      Fasteners



# Time, money and sustainable solutions

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Customized solutions in every interaction.



Our engineers will: Optimize your fastener solutions. Improve your process. Manage in place cost controls.



Fewer external actors at your site. Faster problem solving.



Material reduction and geographical proximity means greener end products



Possibilities to actively reduce carbon footprints.



FULL SERVICE PROVIDER

**Time, money and resources are wasted daily when design and organisational processes grow out of control.**

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**The customer got:** →

**The customer wants:**





FULL SERVICE PROVIDER

**Time, money and resources are wasted daily when design and organisational processes grow out of control.**

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The customer got: →

**Bulten offers:**

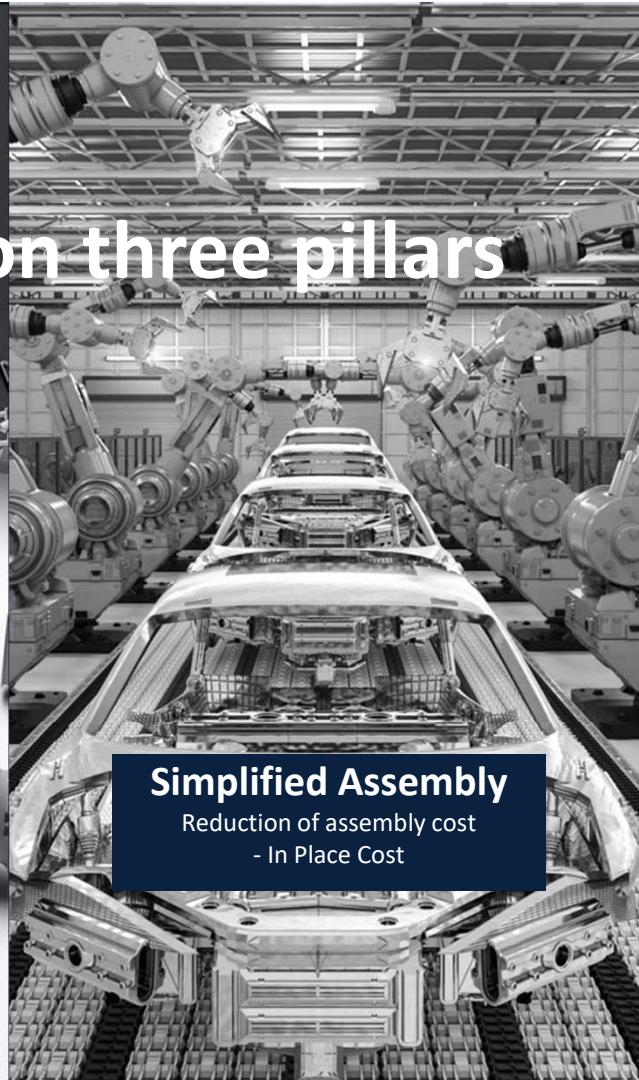


# FSP – Based on three pillars



## Commonalization

Reduction of part number variety  
– More of the same = Win-Win



## Simplified Assembly

Reduction of assembly cost  
– In Place Cost



## Sustainable solutions

Reduce life cycle emission  
– High tech fastener for the future





# Full Service Provider Modules





# Value chain that makes a difference.

ENGINEERING

MANUFACTURING

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Case: Lock-nut reduction



# Take care of the Cents and the Euros will take care of themselves

A client were using more lock-nuts than necessary.

INQUIRY

Our on site-engineers reduced the articles without jeopardizing the Thatcham-minimum.

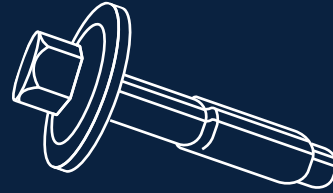
SOLUTION

By replacing unnecessary lock nuts with standard wheel nuts, we saved the client €800.000.

RESULT



Case: Patch removal



# 100 k worth of patch

A client were fixing the steering column of their car with the wrong kind of bolt.

INQUIRY

By switching to a more optimized bolt, we could drastically better the procedure.

SOLUTION

The replacement **savings added up to €100.000.**

RESULT



# Value chain that makes a difference

## ENGINEERING

### ECO-EFFICIENT SOLUTIONS

- Optimized design
- Lightweight materials
- Elimination of waste
- Correct material selection
- Re-useability / Serviceability
- **BUFOe**

## MANUFACTURING

- Cold forging – No loss of material
- Secondary operations – None if possible
- Heat treatment – No (Process work hardening)
- In house manufacturing . Minimize transports
- Reduction of usage of non-renewable energy
- Raw material from electric arc furnace – high degree of recycled material

## PROCUREMENT

- Supply chain committed to carbon emission reduction
- Strategic localization of supply base
- Zero defect policy
- High quality safeguards a long life cycle
- Minimizing defect batches, avoiding unnecessary use of resources

## LOGISTICS

- Sustainable transport solutions, e.g. green ships and rail
- Efficient transportation, minimizing emissions
- Optimized packaging loops
- Durable packaging solutions

### QUALITY

### BULTEN CULTURE



## Value chain that makes a difference.

ENGINEERING      MANUFACTURING      PROCUREMENT      LOGISTICS

### ECO-EFFICIENT SOLUTIONS



Our solutions can help customers reduce CO2 emissions. Our aim is to boost eco-efficiency throughout the value chain.



### QUALITY



- Exceeding testing capabilities required by automotive industry
- 100% control
  - Ability to control every part
  - Important for automatically assembly
  - Minimize wrong or damaged parts

### BULTEN CULTURE



**Professional** | We take full responsibility throughout the value chain, from engineering to final delivery.

**Innovative** | Innovation for us doesn't stop at technology and products, its about pushing the boundaries in all services that we offer.

**Dedicated** | Problem resolution – we go the extra mile to protect your build

**Empowered** | We are willing and empowered to make decisions and drive progress on all levels of the company



## Bulten

**We create and supply the most innovative  
and sustainable fastening solutions.**