



MTIwelding.com

## PRODUCTION SUPPORT PLAN (PSP)

The primary goal of MTI's Production Support Plan (PSP) is risk reduction. We can build parts while your friction welding machine undergoes scheduled maintenance, is on order, or if you need extra production capacity. PSP is an economical way to keep duplicate capacity in place, whether the need is for one run annually or ongoing 24/7 production.

### WHEN IS PSP USEFUL?

- Your job has short lead time requirements.
- When your customer Friction Welding machine is not available for service
  - Maintenance
  - Service /repair
  - Breakdown
- You have production demand prior to new Friction Welding equipment delivery.
- Your production demand exceeds current Friction Welding capacity, including overflow demand.
- You have infrequent, inefficient, short production runs, including after-market and spares.

### WHAT IS OFFERED?

- One (1) year of MTI's Production Support Plan renewable annually.
- Three program levels (*Bronze, Silver, and Gold*) to cover production range from day-use to volume production at 1 to 5 million per year
- Known package costs are quoted based on the machine and product:
  - **Set- Up:** quantity varies by program level
  - **Shift of running time:** varies by machine capacity and program level
  - **Unit cost beyond included cost**

### WHAT IS REQUIRED?

- One year commitment paid in advance
- Tooling access before first requirement
- Established Friction Welding Schedule

### PSP PARTICIPATION INCLUDES

#### BRONZE

- Capability to engage emergency production support **within 2 weeks of notice** of need.
- One (1) set-up** weld schedule previously determined.
- One (1) shift** of machine run time based on quoted minimum lots of run.

#### SILVER

- Capability to engage emergency production support **within 1 week of notice** of need.
- Two (2) set-ups** weld schedule previously determined.
- Two (2) shifts** of machine run time based on quoted minimum lot.
- Planned semi-annual timing to keep the tools warm.
- Price entitles customer to two set-ups and two shifts** of run time/year.
  - The two shifts of run time can be part of the same event if there is only the prescheduled 'warm tools' run.
  - If there is a later emergency run, the second set-up of the year is already paid for, and unit pricing applies.

#### GOLD

- Capability to cover emergency production run **within 2 workdays of notice** of need.
- Four (4) set-ups** per year at 'No Charge' for the "warm tool" runs.
- Four (4) Shifts** of machine run time based on quoted minimum lot.
- Production **unit pricing** based on **annualized run rate** and volume.
- Predetermined minimum quantity to make the run worthwhile.
- Planned semi-annual timing to keep the tools warm.
- Price entitles customer to four set-ups and four shifts** of run time/year.
  - Up to four shifts of run time can be part of the same event if there is only the prescheduled 'warm tools' run.
  - If there is a later emergency run, the second through fourth set-ups of the year are already paid for, however unit pricing applies.



# PRODUCTION SUPPORT PLAN REQUIREMENTS TO BEST MEET YOUR NEEDS.

Each program requires a commitment by the customer to support tooling needs and to ensure existing weld schedule is compatible with MTI machines. MTI can manage your complete parts supply chain, and even adapt and streamline your process for developing new parts in the future. This enables you to get your new part to market faster than the competition.

PSP REQUIREMENTS		
GOLD	SILVER	BRONZE
<ul style="list-style-type: none"> <li>• Commitment to Gold Program. Renewable annually.</li> <li>• Definition of tooling. If this product requires unique tooling, then duplicate tooling must be available at MTI for the emergency circumstance.               <ul style="list-style-type: none"> <li>■ Customer buys back-up tooling to be kept at MTI for when this product runs.</li> </ul> </li> <li>• Prescheduled production orders to 'keep the tools warm'.</li> <li>• Verification of weld schedule at MTI on MTI machine.</li> <li>• Requires a minimum of two prescheduled orders per year.</li> </ul>	<ul style="list-style-type: none"> <li>• Commitment to the Silver program. Renewable annually.</li> <li>• Definition of tooling. If this product requires unique tooling, then formal decision needed on the source of tooling under the emergency circumstance:               <ul style="list-style-type: none"> <li>■ Customer sends tooling from their machine to be used on our machine - MUST verify compatibility prior to first requirement.</li> <li>■ Customer buys back-up tooling to be kept at MTI for when their product runs, quoted per application.</li> </ul> </li> <li>• Verification of weld schedule at MTI on MTI machine.</li> <li>• Requires a minimum of one run per year.</li> </ul>	<ul style="list-style-type: none"> <li>• Commitment to the Bronze program. Renewable annually.</li> <li>• Definition of tooling. If this product requires unique tooling, then formal decision needed on the source of tooling under the emergency circumstance.               <ul style="list-style-type: none"> <li>■ Customer sends tooling from their machine to be used on our machine -MUST verify compatibility prior to initial requirement.</li> <li>■ Customer buys back-up tooling to be kept at MTI for when their product runs, to be quoted per application.</li> </ul> </li> <li>• Verification of weld schedule at MTI on MTI machine - significant if low production/ never before run part.</li> </ul>



## CONTACT US

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## YOUR PARTNER & ADVISOR

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We work together with you to help you solve your manufacturing problems and achieve your production goals. We'll build a machine that makes your part, make your part for you, or make your part even better.

