



Press release about SNECI at CIAPE (Auto Magazine, Economic Daily, China Industrial & Comm. News, China Business Journal,...)

SNECI / 思能新 (Si Neng Xin) is a consulting company with customized services for the auto industry. Established in 1952, SNECI is currently working with suppliers from over 40 countries on more than 2,500 references.

SNECI offers a full range of services covering market entry, research of suppliers and partnership, strategy, business development, project management, resident engineering, supply chain commercial, and quality support.

SNECI has a strong knowledge of European OEMs and Tier 1 suppliers' organizations and methods, which enables the company to be suppliers' official commercial and technical support in Europe and in Asia (China and Korea) with European JVs. As such, SNECI is the number one company in its area in China.

Thanks to its global implantation, SNECI can support suppliers in the following markets: China, Korea, Japan, Germany, France, Brazil, Italy, Slovakia, Spain, Swede, UK, Austria, India and USA.

Current clients: SNECI's clients include OEMs (VOLKSWAGEN GROUP, GENERAL MOTORS, PSA PEUGEOT CITROËN, DPCA, CAPSA, RENAULT-NISSAN, RENAULT TRUCK, BMW, DAIMLER, AUDI), Tier1 suppliers (VALEO, FAURECIA, CONTINENTAL, HUTCHINSON, FUJIKIKKO, ANTOLIN, KOITO, EBERSPAECHEER, DURA, NTN, JOHNSON CONTROLS, LEAR, BOSCH, VISTEON, MAGNETI MARELLI), as well as non-automotive companies (NEOPOST, LEGRAND, SCHNEIDER, BASTA).

SNECI recently opened offices in Hong Kong and Shanghai in order to better support Chinese suppliers in their international development. Its local Chinese team, formed by quality experts in the automotive industry and experienced project managers, is able to support suppliers on strategy and business development, as well as on program management and quality support.

Strategy and Business development: SNECI's Chinese team is close to the suppliers to explain the demands in order to find solution to the difficulties they are facing with the products but also in the business relations. This enables SNECI to correctly advise the suppliers, so that they can concentrate their efforts on engineering and production. To capture the market, SNECI can successfully network with OEMs and Tier1 suppliers to get RFQs in order to be nominated, as well as to assist in the answering phase. On project management, SNECI masters technical and/or functional characteristics, follows up on product and process approval, monitors plan implementation support, and prepares

product/process audits and quality audits. On production phase follow-up, SNECI manages logistics flows and warehouse, implements logistics platforms and contractual agreements, supervises and manages logistics on a day-to-day basis, and follows up on litigation and payments. In addition, SNECI monitors post SOP plant and performance indicators' implementation, and continuously improves Quality-Cost-Delay performance.

Program management and Quality support: SNECI assists the suppliers to improve their quality system and/or solve quality crises. This support can be through training programs (one to three days) or specific coaching (three to 24 months).

Throughout this process, SNECI is the window person between the supplier and the client, always presenting the supplier in the best possible light, while deciphering and transmitting the clients' requirements to its suppliers, including what is left unsaid.

SNECI experience

With 60 years experience in the industry, SNECI has an amazing track record:

- on strategy and business development, SNECI has been developing more than 100 suppliers on five continents. Today, SNECI develops more than 30 suppliers, generating sales of more than three billion RMB per year, winning one Letter of Intention every other day. Thanks to its broad based localization of warehouses, SNECI also manages the Supply Chain of more than 150 suppliers.

- on program management and quality support, more than 100 suppliers have been leveled up. More than 500 different production plants have been assessed, supported and improved for audits by SNECI, to obtain certifications, win new projects, and obtain product/process qualification. SNECI has also trained more than 70 companies in Project Management efficiency for OEMs, at the request of the OEMs the suppliers were working with.

SNECI for after-market

Thanks to its implantation in Europe, SNECI is a key actor on the European aftermarket, mainly for wear products, proposing a complete range of products to after sales organization of OEMs and top-class Tier1 suppliers.

SNECI in China

Today, SNECI currently works with Chinese suppliers and OEMs, however as it is expanding its China business quickly, it is looking for more suppliers who want to improve their quality system and expand internationally.