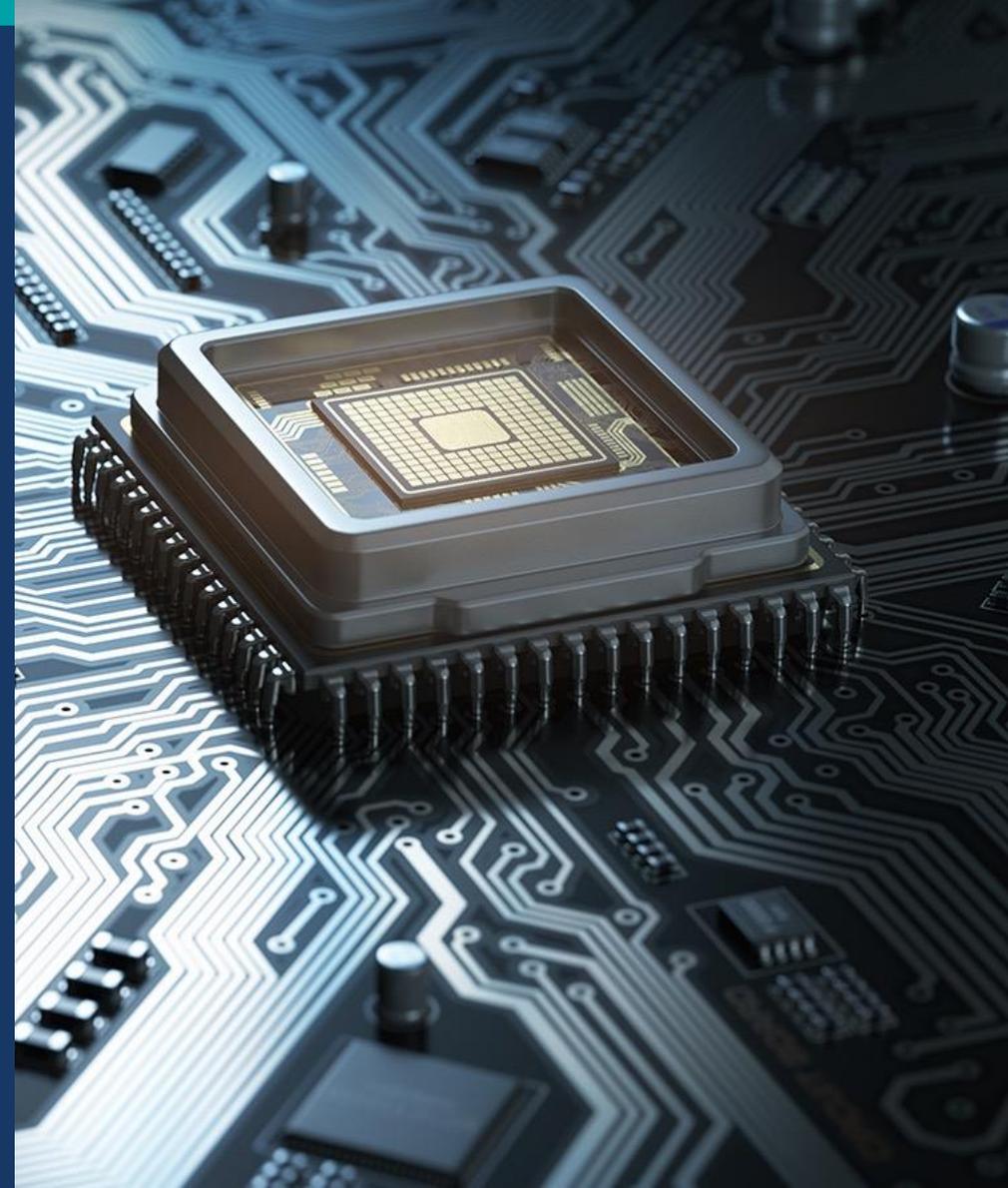


# Elektronik ve Elektriksel Sistemlerin Üretiminde Entegrasyon

*İbrahim Göğüş*  
*Üretim Teknolojileri Direktörü*  
*CDT*



# Connected to Perform

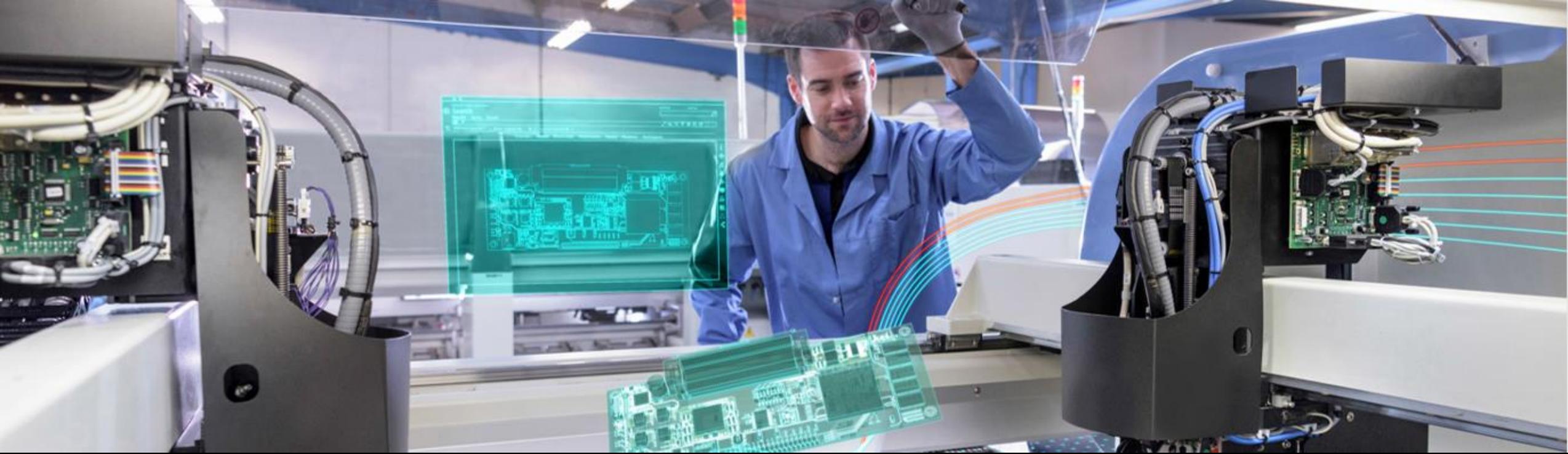
Improving Efficiency, Traceability &  
Quality in PCB and Harness Assembly



# Agenda

- What Does Integration Mean?
- What Are the Challenges?
- Can it Really Be Done?





# What Does Integration Mean?

# The Meaning of Digitalisation in Manufacturing



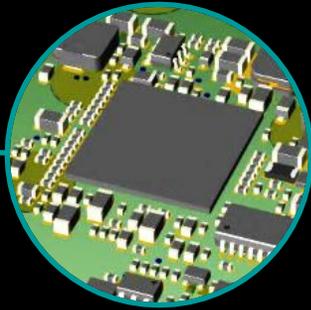
Smart Manufacturing is the **integration** of intelligence in the actual machines, parts, materials, products, buildings and supply chain, and the application of that intelligence within a connected, open end-to-end process and infrastructure. With Smart Manufacturing, data is the master, no longer the system

**Forbes**

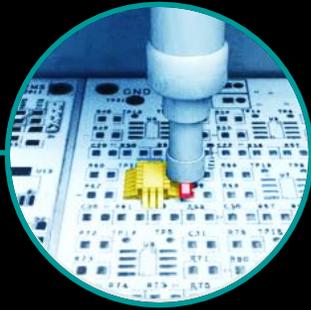
*"What do C-Suite executive need to know/understand about Smart Manufacturing"*

# Integration Across Electronic, Electrical & Mechanical Domains

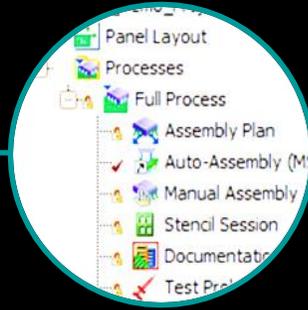
DESIGN



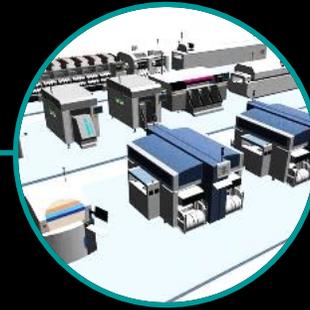
DFM HAND-OFF



ELECTRONICS PLANNING



PRODUCTION



BOX-BUILD

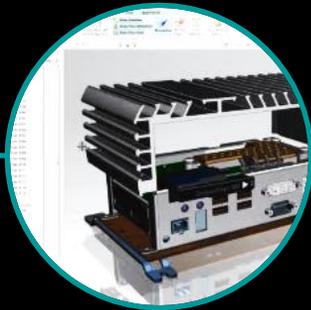
IDEATION

ENGINEERING

EXECUTION



DESIGN



VIRTUAL VERIFICATION



PRODUCTION OPTIMIZATION



MECHANICAL PLANNING



PRODUCTION



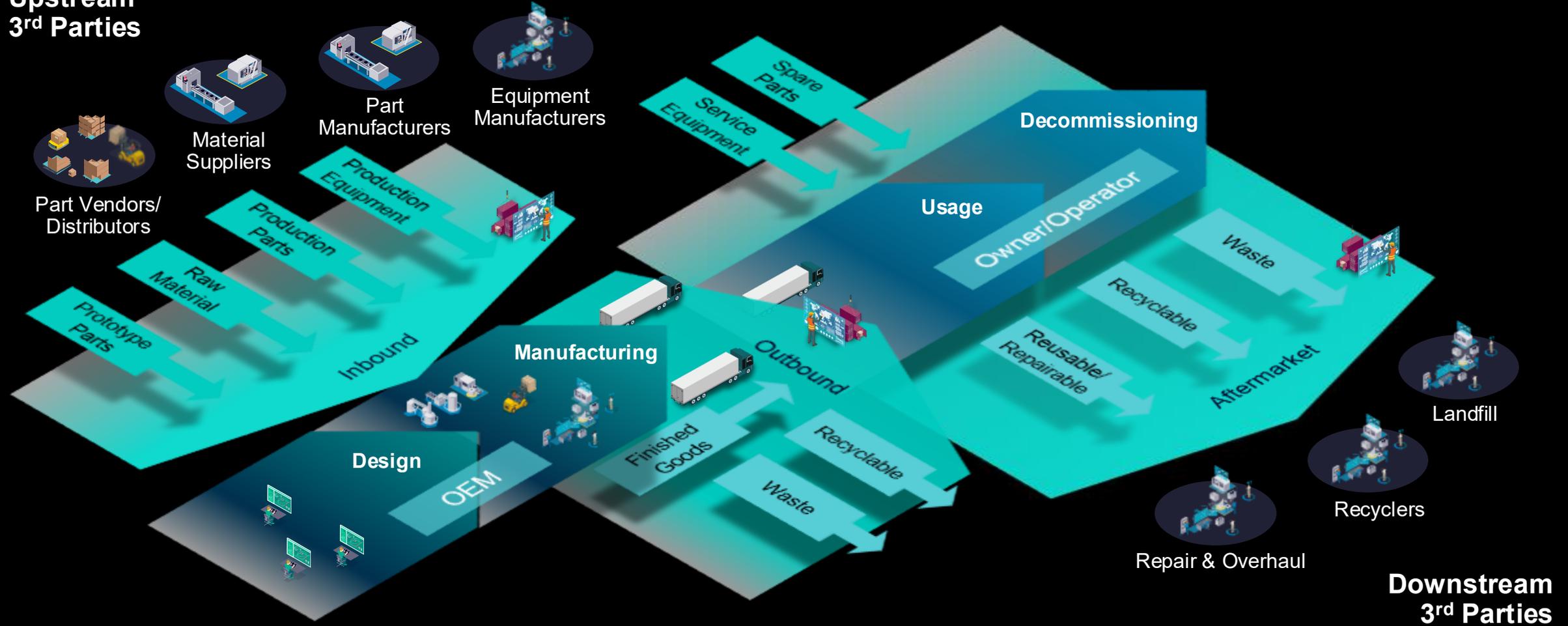
# Vertically Integrated Systems At Every Level

(ISA-95 Enterprise-Control System Integration Framework)

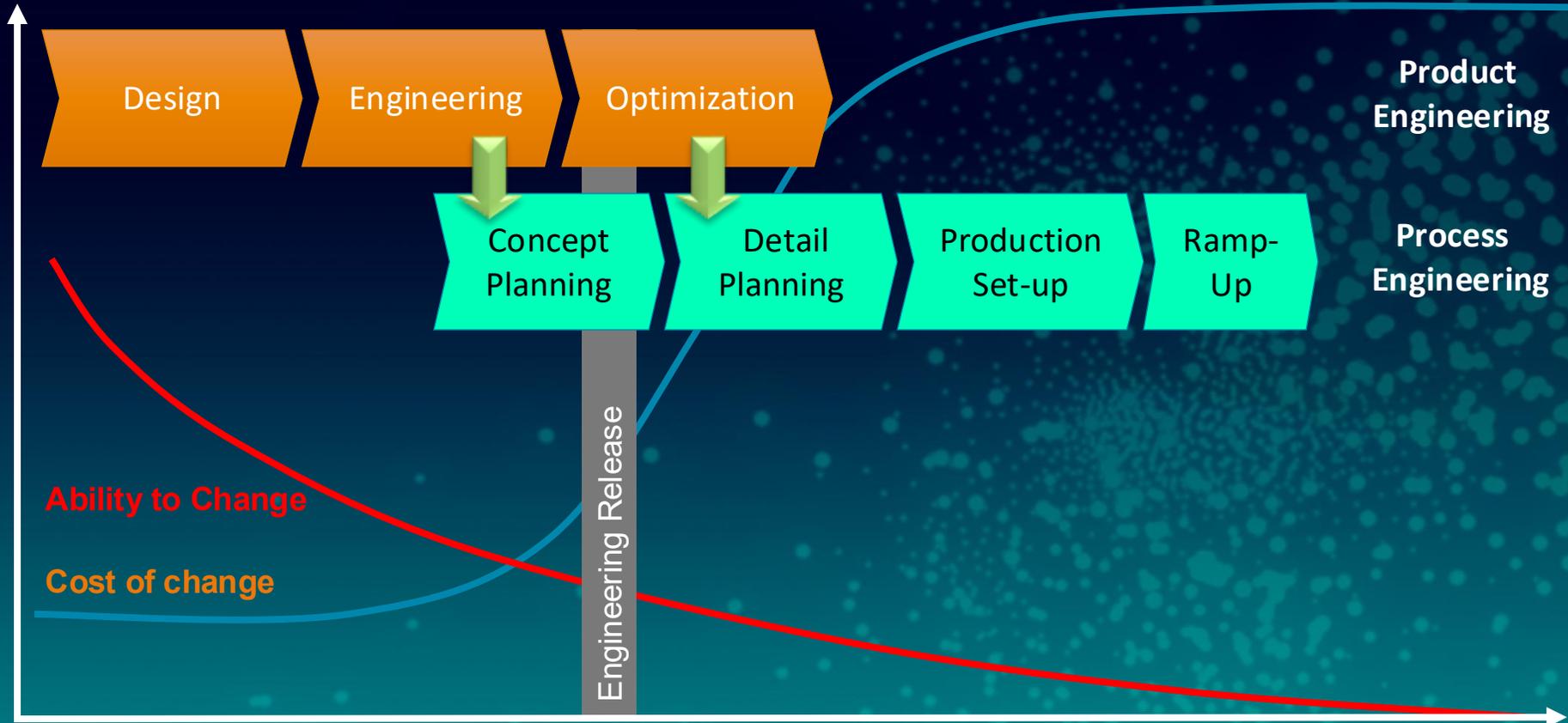


# Horizontally Integrated Across the Supply Chain

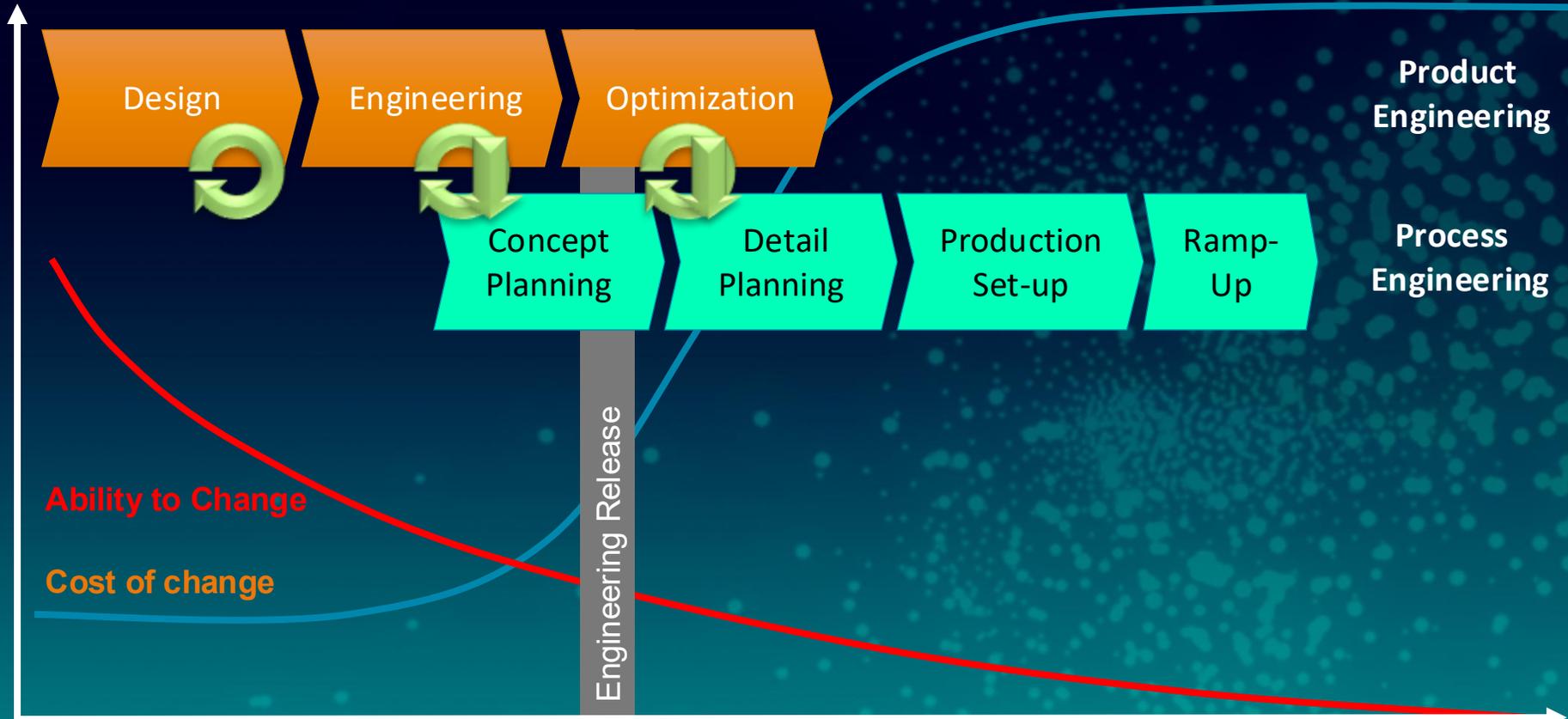
Upstream  
3<sup>rd</sup> Parties

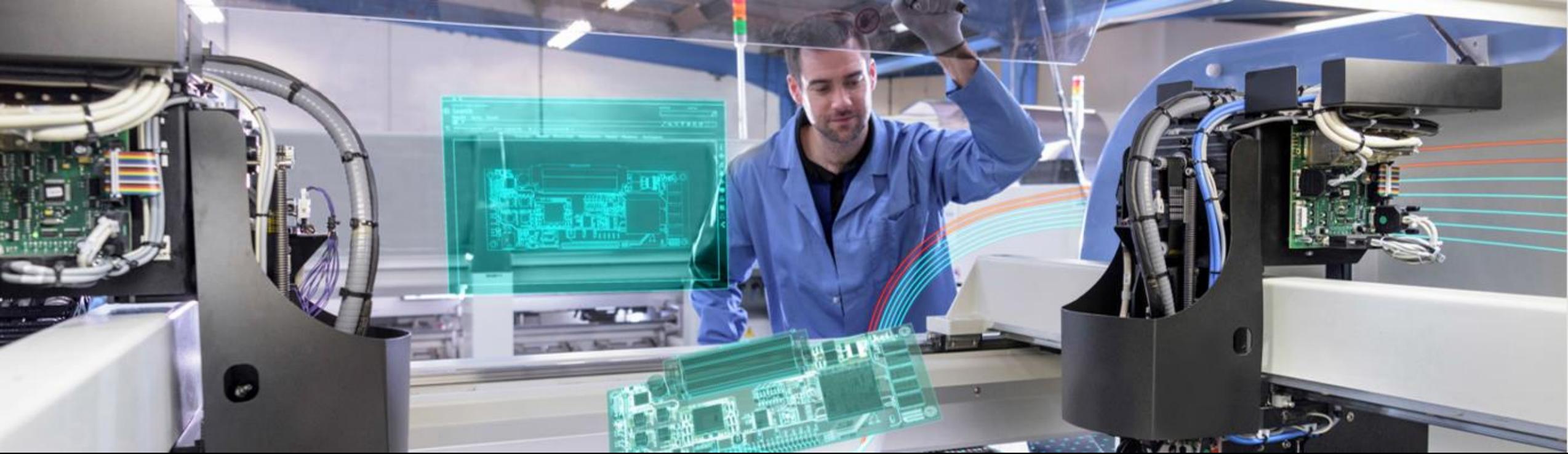


# Integrated Across Design & Manufacturing Domains



# Integrated Across Design & Manufacturing Domains





# What Are The Challenges?

# Challenges

**Operational /  
Process Gaps:**  
Performance  
Management,  
Traceability, Quality



**Disconnected  
Enterprise  
Systems:**  
ERP, CAD, PLM, MES



**Multiple  
Standards:**  
IPC2851, ODB++,  
OML, CFX, OPC UA



**No Shopfloor  
Connectivity:**  
SMT, Testing,  
Inspection, Cable  
Cutting, Manual  
Assembly



# Impact: Disconnected Silos



**PCB Designer**

- Designer is located outside the factory
- Lack of DFM knowledge
- Many iterations



**Quality Engineer**

- Test plan not in sync with assembly plan and product changes
- Difficult to assess quality of the entire product
- No single traceability record



**Process Planner**

- Product data is complex, outdated, hard to access
- No standardization across sites



**Supply Chain Manager**

- Component availability
- Low material turnover
- Low predictability
- High scrap rate



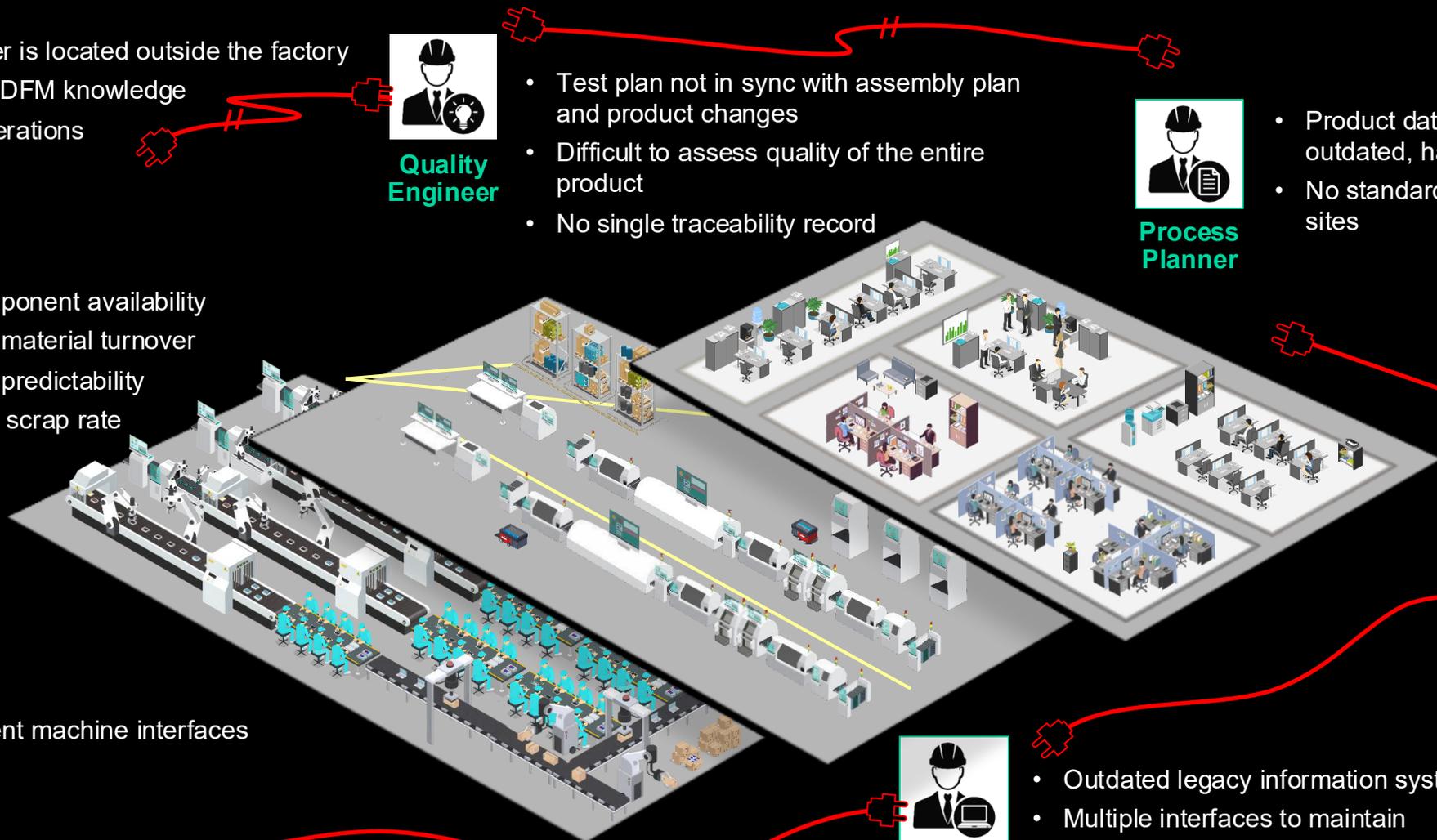
**Shop-floor Operator**

- Different machine interfaces
- Work

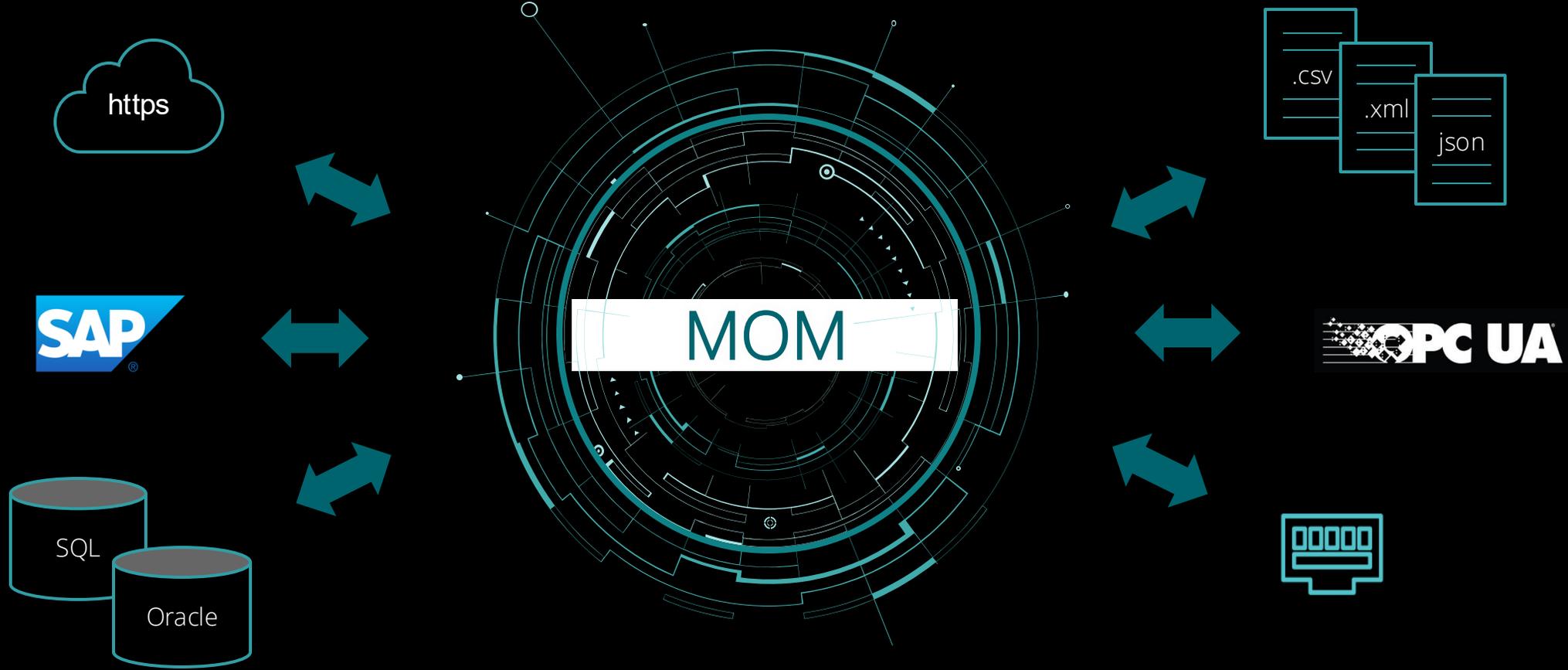


**IT**

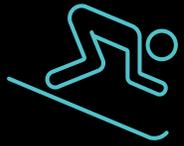
- Outdated legacy information systems
- Multiple interfaces to maintain



# Solution: A State of the Art MOM System



# Solution: With An Integration Platform



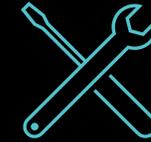
## Performance

- ✓ Low Latency
- ✓ Scalable
- ✓ High Throughput
- ✓ Load Balancing



## Reliability

- ✓ No Message Loss
- ✓ High Availability (Cluster)
- ✓ Data Replication
- ✓ Secure



## Serviceability

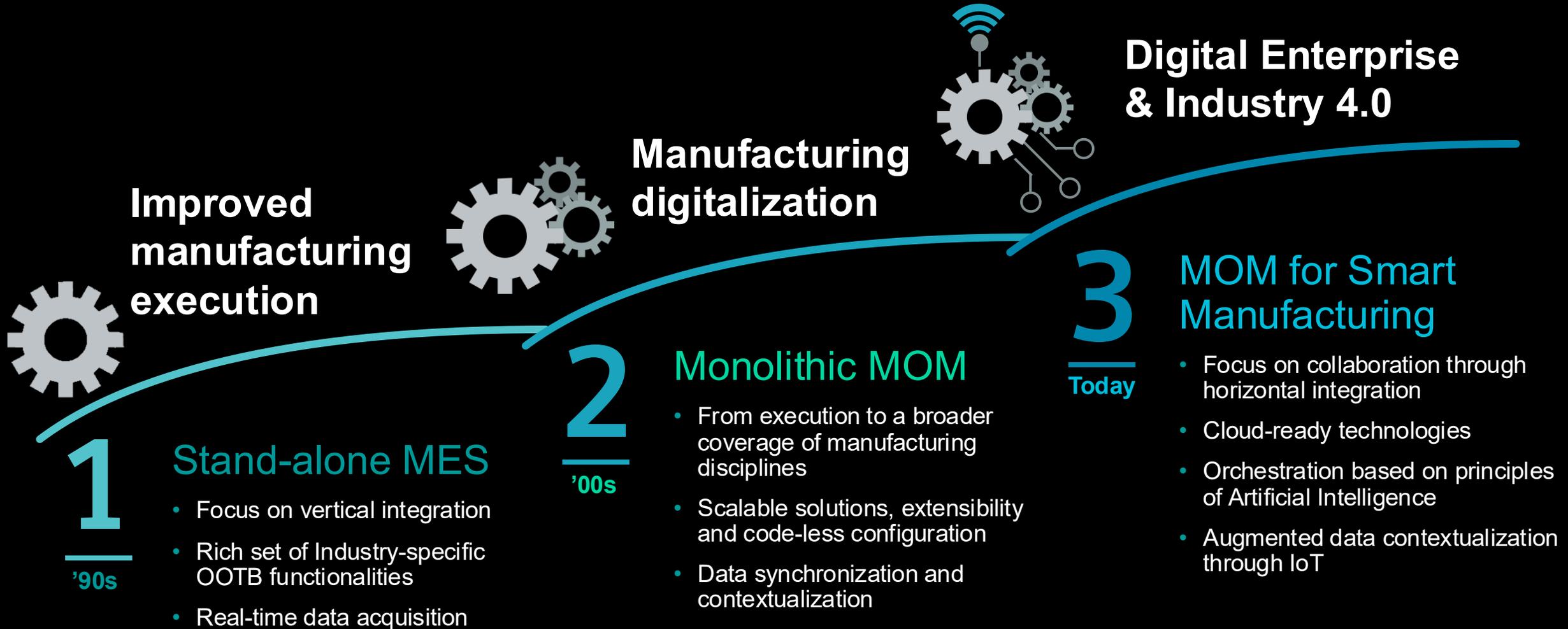
- ✓ Lightweight
- ✓ Few Dependencies
- ✓ Simple Configuration
- ✓ Realtime Visibility

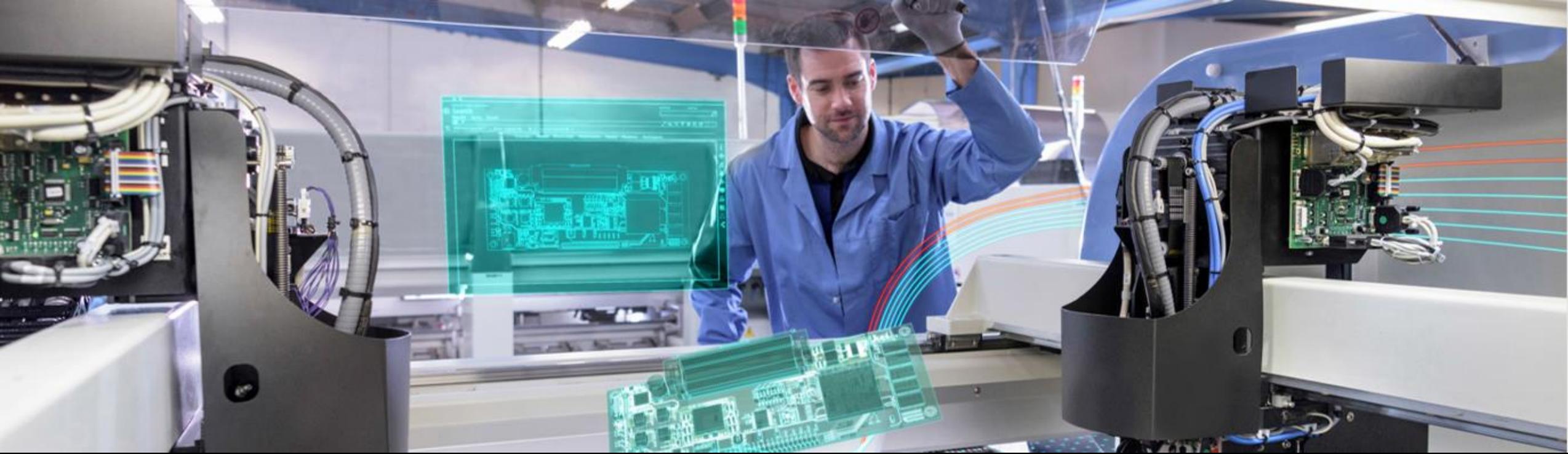


## Flexibility

- ✓ Portable
- ✓ Edge
- ✓ Cloud
- ✓ Classic On Premise

# Integration: Foundation of Smart Manufacturing





# Can It Really Be Done?



Digitalization helps us to control the process and be quick and ready to change from one order to the other, compared to programming the machine manually.

**Alessandro Ballabio**  
Production Engineering Manager  
ROJ S.R.L

**40%**

Time saved in NPI

**20%**

Increase in output



Smart Manufacturing Results  
ROJ S.R.L



Link global product development and production to reduce manufacturing lead time for complex machinery components.

**ASM**

Global manufacturer of semiconductors & electronics equipment with 10 R&D and 12 production facilities across Asia and Europe.

**91%**

NC programming time

**70%**

Part quality improvement

**70%**

Production efficiency gain



Smart Manufacturing Results  
ASM Pacific Technology LTD.



Harman reduced new product introduction (NPI) time and cost and improved global manufacturing flexibility.

**Harman**

Based in the USA, established in 1980 and acquired by Samsung in 2017

**40%**

Time saved in engineering

**2x**

Faster NPI

**\$4 m**

Annual savings with lean methodology for PCB NPI



Smart Manufacturing Results  
Harman



Improved efficiency to compete with low-cost, offshore manufacturing and leverage proximity to customers as an advantage.

**Computrol**

Electronics manufacturing services provider for original equipment manufacturers. Based in the USA, established in 1984

**100%**

Digitalized mfg. flow

**99%**

First pass yield



Faster NPI times





We don't only use our own software and automation tools; we also take advantage of the insights we gain in daily usage and take this information back to R&D to continuously optimize the products.

Siemens has more than 250 factories worldwide

99.9%

Perfect quality every day

>120

Variations are built per day  
~1 product per second

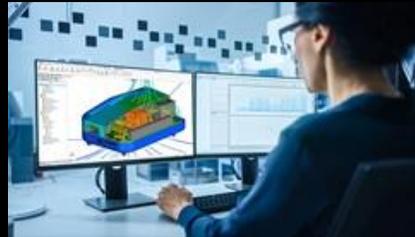
~350

Changeovers per day for  
1,200 different products



Smart Manufacturing Results  
Siemens Manufacturing Plant, AWS

# True Integration



**Brings Together  
Engineering &  
Production Domains**

**Allows  
Collaboration  
Across Mechanical,  
Electronics &  
Electrical Systems**

**Improves  
Traceability, Quality  
& Operational  
Visibility**

**Enables NPI and  
Supplier  
Collaboration**

**Fundamental to  
Realising  
Industry 4.0**

# Teşekkürler