



Plastics Buyers:

YOU ARE
PAYING MORE
THAN YOU
NEED TO

SES can reduce your product lifecycle costs by 30–50% and cut time-to-market by 30%

PRODUCT DEVELOPMENT FACTS:

- Only 10% of projects reach the market on time with little or no rework
- Production vendors have limited incentive to reduce costs
- Competition works best with well-defined products and the ability to easily change suppliers

SES has broken the mold with a bold new product development and sourcing strategy that dramatically alters the relationship between buyers and sellers. Changing established ways of doing business is not easy, but the facts make it clear that a new approach is essential to accomplish the three goals that all manufacturers of products share: cost reduction, time to market, and quality improvement.

BENEFITS & ADVANTAGES BUYERS CAN TAKE TO THE BANK

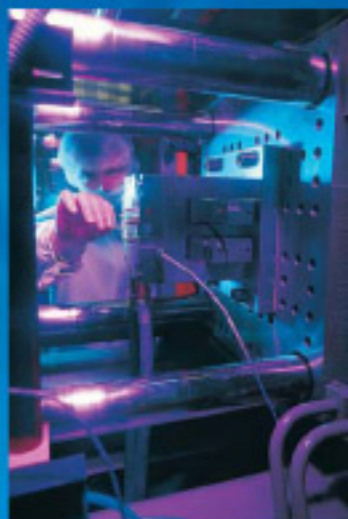
Demonstrated Expertise Early involvement of product & production development experts saves you time and money. SES sets the benchmark in several areas of expertise, including the predictive

analysis of plastic product performance and economic modeling of plastics production systems.

Knowledge is Power SES' broad understanding of molding technology gives buyers control of the knowledge that inhibits vendor change. By fostering competition you are able to achieve and maintain lower production costs.

Time is Money Consider the financial advantage of arriving at the market early. Using the SES approach, market capability for millions of units is often possible only 30–35 weeks from concept.

Quantifiable Results The SES approach makes it possible for you to quantify the value of early optimized technical design and minimized life-cycle costs.



REVOLUTIONARY

stress engineering services

Simplified Global Sourcing A standardized approach for molding optimized plastic products can be applied at multiple manufacturing sites anywhere in the world.

SES MAKES HIGHER QUALITY & LOWER COSTS AFFORDABLE

SES also understands the economics of plastic product development. The cash needs of completely funding a complex engineering and tooling activity prior to receiving the first saleable product severely limits the investment many companies are able to make. As a result, they end up investing in a less-than-optimum level of engineering and tooling that delivers something... but often requires major compromises in both quality and cost. To address this challenge, SES offers help with developing payment and financing arrangements that allow for some of the front-end costs to be paid over a portion of the asset life.



**For a Free Evaluation and Cost Model of an Existing
or Potential Molded Product, CALL SES TODAY**
CINCINNATI: 513-336-6701
ATLANTA: 770-449-7887

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