



## Branchen-Insights Truck manufacturer

What you can do to benefit from drastic changes

### Being agile in a difficult market environment!

The truck market is currently undergoing a drastic change. The increasing demand for more environmentally friendly and autonomous vehicles is driving innovation. Companies are increasingly investing in electromobility and alternative drive systems to reduce CO2 emissions. At the same time, truck manufacturers are under great pressure to be efficient to meet demand. The procurement of parts and components from different sources is becoming more complex and places new pressures on supply chain management.

Demand for transportation services remains high, while operating costs are rising and the shortage of skilled workers is presenting companies with a difficult task. In this situation digitalization and the Internet of Things offer opportunities to increase efficiency and develop new business models.

Act agilely to benefit in the coming years from technological developments and new market trends with flexible products and services as well as customer-synchronized production

You can rely on ConMoto's more than 30 years of experience in the automotive industry and our expertise in sales, production and value creation. Together with you, we take care of current issues such as B. bottlenecks in procurement or CO2-neutral production.

ConMoto's approach and methods have proven themselves hundreds of times in practice. We implement concepts that take effect immediately and flexibly adapt your operational excellence to demand.

We Manage Change.

# ConMoto „Fit-for-Future“ program Truck manufacturer

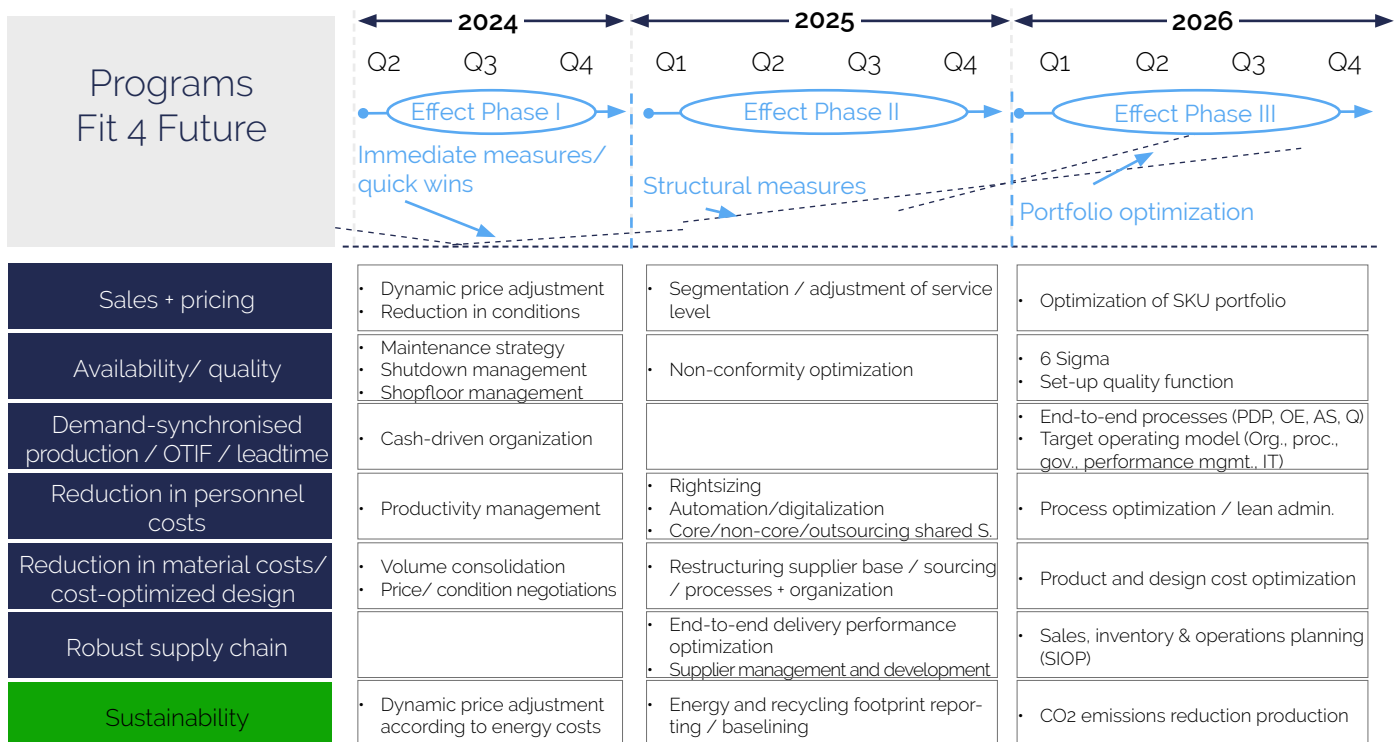
## Current challenges

- **New drive types:** Transformation to electromobility
- **Autonomous driving:** Further technological innovation
- **Supply chain management:** Supplier failures, disruptions and high costs in the supply chain as well as production downtimes are increasingly becoming a problem
- **Production variance and quantity fluctuations:** Requirements that are difficult to plan with ever-increasing item variance and small batch sizes
- **Environmental and sustainability aspects:** High energy costs and the increasing pressure for CO2-neutral production processes
- **Shortage of skilled workers** with a high number of employees retiring at the same time

## Objectives of ConMoto Support

1. Process and system optimization for the integration of new product technologies with active supplier management
2. Ensure own delivery capability, bottleneck management, adjust safety stocks where necessary, increase productivity by reducing waste
3. Demand-oriented, synchronized end-to-end order processing management
4. Process simplification in sales, planning and production to increase productivity with optimized personnel deployment
5. Orientation of production towards sustainable energy use
6. Conversion of production processes to low-waste, more flexible capacity utilization

## Our approach in your industry



With its many years of expertise in the automotive sector and in small and medium series production, ConMoto can support your value creation and growth strategies with innovative consulting methods and data-supported analysis tools in response to the significant changes on the market and supplier side in the truck market.

We look forward to talking to you to work out an approach tailored to your situation.