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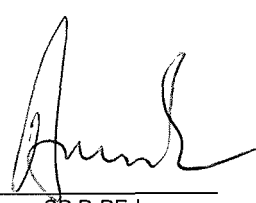
Milestone M1 - SP PE

Project: Description: 3 G ONYX

Part Number: A5B00100207696@M1

Project Manager (PE): Andreas Wipper

Enclosures: Check List (incl. Deviation)
Schedule
Quantity Scenario
List of Open Issues
Restrictions

The M1 - SP PE is	<input type="checkbox"/>	herewith declared
	<input checked="" type="checkbox"/>	herewith restrictively declared
	<input type="checkbox"/>	not declared
 SP P-PE Date/Signature 24.02.06	 SP P-PE-L Date/Signature 24.2.06	

Copies:

TPM:
Signatory:

Check list M1 - SP PE Milestone

	yes	no	Responsible for result
<u>Process</u>			
• Alignment with LCM about project status has been done	<input checked="" type="checkbox"/>	<input type="checkbox"/>	PE
<u>General, Time Schedule</u>			
• List of Restrictions has been defined.....	<input checked="" type="checkbox"/>	<input type="checkbox"/>	PE
• List of open issues has been defined	<input checked="" type="checkbox"/>	<input type="checkbox"/>	PE
• Life cycle has been defined	<input checked="" type="checkbox"/>	<input type="checkbox"/>	CPM
• Total quantity over lifecycle has been defined	<input checked="" type="checkbox"/>	<input type="checkbox"/>	CPM
• Maximum monthly capacity has been defined	<input checked="" type="checkbox"/>	<input type="checkbox"/>	CPM
• Project Time Schedule is available (M1 till M3)	<input checked="" type="checkbox"/>	<input type="checkbox"/>	TPM
• Ramp-Up Plan has been updated (production site, schedule, quantities)	<input checked="" type="checkbox"/>	<input type="checkbox"/>	Core-Team
• Variants (with regard to color of design parts) have been defined	<input type="checkbox"/>	<input checked="" type="checkbox"/>	CPM
• Quantities in DSB related plans (Capacity Constrained Production Plan, Confirmed Production Plan) are aligned with Project Quantities	<input checked="" type="checkbox"/>	<input type="checkbox"/>	CPM
<u>Sourcing Strategy</u>			
• Global Procurement Supplier Strategy has been fulfilled	<input checked="" type="checkbox"/>	<input type="checkbox"/>	PE
• Conformance with contents of M _a Declaration (time-line, quantities, features, etc.) has been checked, deviations have been evaluated	<input checked="" type="checkbox"/>	<input type="checkbox"/>	PE
• Second-Source-/Second-Solution-Strategy has been fulfilled.....	<input checked="" type="checkbox"/>	<input type="checkbox"/>	PE
• Local Content Targets will be achieved for all relevant factories.....	<input type="checkbox"/>	<input type="checkbox"/>	PE

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yes no Responsible
for result

Supplier Selection

- External assemblies have been defined (which components to be sourced pre-assemble, from which external assembler).....☒ ☐ LCM
- Suppliers including Second Source and Second Solution have been defined according to S0 agreement.....☒ ☐ PE

Prices

- Cost review in Purchasing has been carried out☒ ☐ PE
- Material Cost evaluation (full BoM) is available☒ ☐ PE
- BoM target over lifecycle and over Fiscal Years can be achieved☐ ☒ PE

Material Availability

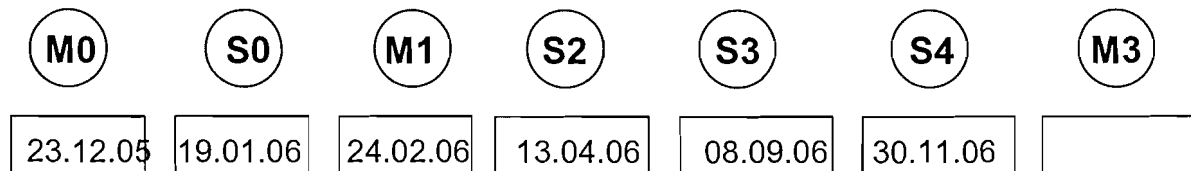
- Tree of Variants (HW, e.g. due to different RF solutions) has been defined☐ ☒ PE
- Manufacturing capacities & resources at suppliers are reserved☒ ☐ MGMs
- Review of M1-document and of performance description review have been carried out, i.e. compliance of parts list to features as per performance description has been double-checked within Core-Team)☒ ☐ Core-Team

Procedure

- Product parts list is available in status 35 within SAP Logistics☒ ☐ TPM

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Schedule



Life Cycle: 15month

Quantity Scenario

Total number of units: 950k

Number of units / year:	FY 06/07	FY 07/08
	205k	745k

Maximum monthly quantity: 90k + 30% flexibility

Start of production: CW 36/2006

Current plan (production): see RU-plan ONYX below

Number of variants

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Restrictions

Problem	Actions	Owner	Date	Comments
The current BOM is including the Desktop-Stand. But there has been no supplier selection for this part as well as a feasibility-commitment or tooling-plan.	Get 2D/3D-datas ready to sent out ASAP to get RFQ, feasibility commitment,	AD – Dirk Determann, Frank Templin, Jens knapmeyer TPM – Markus Feldhoff SP – Freddy Grubisa, Andreas Wipper	Cw10/2006	Upper-Case of destktop stand will come from Balda. The “black” box with electronic TBD.
Packaging concept unclear	Evaluate the packaging concept and align with SCM regarding the feasibility	CPM – Belhassen Jerbi LCM – Rolf Gilitzer SP – A. Wipper	Cw12/2006	
Rohm controller for Carina Display has bad yield rate. Therefore Epson wants to use a other controller. This would highly endanger the time-schedule of Onyx.	It is mandatory to use Rohm controller. This should/must be pushed by MGM/PE and on a high management level with with Epson and Rohm.	SP – Emily Lin, Theresa Wu, Jens Danneil TPM – Markus Feldhoff, Mario Topel	Cw10/11	Emeliy and Henry should contact directly Rohm Andreas Wipper will contact directly Rohm key-account in Munich.
High Cost on Semi-Automatic-Slider	Get RFQ from other suppliers. Generate 2 nd source if pricing	SP-Stefan Schulte-Kramer	Cw10	

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looks good

Open Issues

	<i>Actions</i>	<i>Owner</i>	<i>Date</i>	<i>Comments</i>
Upside potential of Onyx is a positive sign	Suppliers have to be informed and in case the tooling-plans have to be adapted	SP – Susan Jungandreas, Andreas Wipper LCM – new Ramp Up Plan needed	Cw10	

Project: 95 SL ONYX

Date of Calculation: 23.02.2006

Wipper, Andreas**APE**

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Basis of Calculation:Modias / WARP: 1.Result 2.Plan 3.Budget 4.Quotation 5.Indication 6.Estimation
7.Initial**X-Rates FY 2006/2007** 1 EUR = 1,35 USD 1 EUR = 132,45 JPY**X-Rates FY 2007/2008** 1 EUR = 1,35 USD 1 EUR = 132,45 JPY**FY 2006/2007****Target:****Current Actual:** 129,30

M0 FY Target pondered over FY with M0 quantities

New BOM pondered over FY with M1 quantities

Open DTC: 1,71 **Open NES:** 126,59 **Open SE:** 1,00**FY 2007/2008****Target:****Current Actual:** 117,98

M0 FY Target pondered over FY with M0 quantities

New BOM pondered over FY with M1 quantities

Open DTC: 1,71 **Open NES:** 115,27 **Open SE:** 1,00**Partlist:**
Quantity Scenario:

A5B00100207696@S0 A5B00100207696@M1

A5B00100207696@M1

		S0		M1 (old exchange rate)		M1 (new exchange rate)	
		last BOM / 23.02.2006 + 1 Day	new BOM / 23.02.2006 + 1 Day	Delta			
FY 2006/2007	Okt. 06	128,32	137,34	9,02	146,67		
	Nov. 06	128,32	136,80	8,48	146,09		
	Dez. 06	128,32	136,45	8,13	145,71		
	Jan. 07	125,11	133,19	8,08	142,23		
	Feb. 07	125,11	133,19	8,08	142,23		
	Mrz. 07	125,11	133,19	8,08	142,23		
	Apr. 07	121,98	124,11	2,13	132,54		
	Mai. 07	121,98	124,11	2,13	132,54		
	Jun. 07	121,98	124,11	2,13	132,54		
	Jul. 07	118,93	121,01	2,08	129,23		
	Aug. 07	118,93	121,01	2,08	129,23		
	Sep. 07	118,93	121,01	2,08	129,23		
	Pondered Avg.	123,88	129,30	5,42	138,08		
FY 2007/2008	Okt. 07	115,96	117,98	2,02	125,99		
	Nov. 07	115,96	117,98	2,02	125,99		
	Dez. 07	115,96	117,98	2,02	125,99		
	Jan. 07						
	Feb. 07						
	Mrz. 07						
	Apr. 07						
	Mai. 07						
	Jun. 07						
	Jul. 07						
	Aug. 07						
	Sep. 07						
	Pondered Avg.	115,96	117,98	2,02	125,99		
	Number of components	742,00	762,00	20,00			

6-Cycle:

Target:**Current Actual:** 123,09
127,27

M0 Commit pondered over life-cycle with M0 quantities

New BOM pondered over life-cycle with M1 quantities

Delta in Details

NES / MCP	Part	Amount	Comment
1.	Semi-Automatic-Slider	2,50	Higher quote then estimated at S0
2.	3Mpix	0,95	target could not be reached yet
3.			
4.			
Total		3,45	
Design to Cost	Part	Amount	Comment
1.	Micro-Controller	-0,64	No Micro-Controller needed. Light concept is supported by software
2.			
3.			
4.			
Total		-0,64	
Add.Requiremt	Part	Amount	Comment
1.	Packaging	0,75	Higher requirements and quality for Onyx packaging
2.	Semi-Automatic-Slider	0,80	Additional 7 process steps necessary
3.	Desktop-Box	0,55	connector was missing
4.	Display	0,35	New - Carina 3 - specific FPC adaption was made
5.	Battery	0,16	New packaging was needed for Kestrel-Battery
Total		2,61	
Special Effects	CR	Amount	Comment
1.			
2.			
3.			
4.			
Total		0,00	
Grand Total		5,42	

Signature: Date / Name

APE

APE-L

NES for R&C

0,00

Product Onyx

Revision: V2.0

Date: 11.01.206

Production Peak Capacity: 90k / M (Dec. '06.)

Life Cycle Volume: 0,95 Mio

Material Peak Capacity: 117k /M => 30k /W
(including 30% upside potential)

last change:

12.01.06

12.01.06	Plot Run										Ramp Up										Series				
month in 2006	Aug	Aug	Sep	Sep	Sep	Sep	Okt	Okt	Okt	Okt	Nov	Nov	Nov	Nov	Nov	Dez	Dez	Dez	Dez	Jan	Jan	Jan	Jan	Jan	
calender-week in 2006	CW 34	CW 35	CW 36	CW 37	CW 38	CW 39	CW 40	CW 41	CW 42	CW 43	CW 44	CW 45	CW 46	CW 47	CW 48	CW 49	CW 50	CW 51	CW 52	CW 01	CW 02	CW 03	CW 04	CW 05	
	21.Aug	28.Aug	04.Sep	11.Sep	18.Sep	25.Sep	02.Okt	09.Okt	16.Okt	23.Okt	30.Okt	06.Nov	13.Nov	20.Nov	27.Nov	04.Dez	11.Dez	18.Dez	25.Dez	01.Jan	08.Jan	15.Jan	22.Jan	29.Jan	
milestones	S3		pilot	pilot	PS		Customer Approval		DS			S4													
dispo plan for critical parts	2,0	2,3	5,3	9,6	11,5	11,9	15,1	12,4	14,1	9,8	9,5	9,6	19,8	21,3	21,5	22,5	23,0	23,0	23,0	14,0	13,0	13,0	13,0	13,0	
production plan global	0,0	0,0	1,0	1,5	4,1	9,3	10,8	11,4	14,1	8,5	9,0	9,6	18,8	21,3	21,5	22,0	22,5	23,0	23,0	13,0	13,0	13,0	13,0	13,0	
rebooting of devices in KLF						0,0	0,0	0,0	25,0	10,7	0,0	0,0	0,0	0,0											
phones ready for delivery on stock total	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	39,1	19,2	9,0	9,6	18,8	21,3	21,5	22,0	22,5	23,0	23,0	13,0	13,0	13,0	13,0	
phones ready for delivery on stock total /month										39,1					77,9				89,0					75,0	
prod. plan KLF no-ID			1	1,5	4,1	9,3	10,8	11,4																	
prod. plan KLF variant									14,1	8,5	9,0	9,6	18,8	21,3	21,5	22,0	22,5	23,0	23,0	13,0	13,0	13,0	13,0	13,0	
rebooting of devices in KLF									25	10,7															
production plan KLF total			1	1,5	4,1	9,3	10,8	11,4	14,1	8,5	9,0	9,6	18,8	21,3	21,5	22,0	22,5	23,0	23,0	13,0	13,0	13,0	13,0	13,0	
phones ready for delivery on stock KLF										39,1	19,2	9,0	9,6	18,8	21,3	21,5	22,0	22,5	23,0	23,0	13,0	13,0	13,0	13,0	
dispo variant L36880-Nxxxx-A888	2	2,3	4,3	8,1	7,3	2,5	4,3	0,9	0,0	1,3	0,5	0,0	1,0	0	0	0,5	0,45	0	0	1					