NABS, Inc.

Project RAISE Presentation

April 20th, 2005

Franck Rougier

Table Of Contents

Personal Background

Some quick facts about me.

- Graduated in 1999 with a BS in ME from Poly
- Graduated in 2003 with a MS in ME from Poly
  - concentration in Automated Systems and Robotics
- Worked professionally on a full time basis
  - 1st Job at Merrill Lynch developing financial software for stock market analysts when I graduated in 1999.
  - Work for NABS since September 10th 2001

Personal Background

Early interest in Engineering and Science

- Stars in the sky
  - Wonderment at the sight of the moon, the sun, galaxies, shooting stars and heavenly bodies
  - Is there a God? Can He explain all this?
- I want to become a jetfighter pilot!
  - I built model planes and dreamed of becoming a pilot
  - I was interested in anything mechanical or electronic
  - To be a pilot, I set out to build my own plane

My investigations

- Mathematics and the power of Science
  - They seem to conjure up some type of magical power at explaining things.
  - They maybe used to explain the stuff in the sky? Maybe it could help me build my plane?
  - The encyclopedia becomes my treasured friend
- School as an opportunity to understand the *mumbo-jumbo*
  - I did not like school because I would rather stay home and dream
  - I understood that to make my dream come true, I needed to learn
  - Schools were the place where you would learn.
  - I not only wanted to learn, I wanted to learn better than everyone so that I could be the first to build his own plane.

Personal Background

Development in Engineering and Science

- School taught me many useful things
  - Not only I learned Math and how to apply it in Physics, it quickly became obvious that there was a method to it
  - As my skills refined, I understood I didn't have to build in the real world, but I could do it on paper
  - So my thinking or as I used to call it when I was younger, my *dreaming*, did not have to become real. I can simply write it down!
  - Teachers taught me to think in an useful way. This saved my time from trial and error. My mom was literally my first teacher!
- I wanted to *dream* more things
  - So I studied harder as it felt the more I knew the more I could dream
  - Sometimes, it meant not having fun. That was okay because I got to know more than others
  - I was not necessarily good at Science, but I strove very hard and earnestly
  - If others can understand, I must also be able to

Time refined my goals

- Building planes or flying them was not special
  - As I went to college, the goals of the child were not enough for the adult I became.
  - My knowledge could not profit just me. I saw that Engineering could genuinely help people in many ways
  - From building roads for goods to be moved so that children can have the food they need was more important
  - Making tools or robots that could protect other humans in places where they can be hurt was more important
  - Thinking about my future and the future of the world in which I live was more important.
  - I can contribute to the human community was far more important than my childish dreams.

Company Background

- NABS
  - Founded in 1954 by Jack Laufer still active in business with the company
  - Innovator in supply chain management solutions
  - Customers includes IBM, Dell, Gateway, Lexmark…
  - Long standing relationship with OEMs and CEMs
  - Engineering services
    - *Global Vendor Managed Inventory* to enhance planning, lower inventory and ensure continuity of supply
    - *Technology* to better manage business processes and drive productivity within the company and across the supply chain
    - *Concurrent engineering development* to reduce costs and speed development cycles
    - *Global Quality assurance* to effectively manage product quality
- Focus on quality
  - This has been key to the company's success. NABS takes great pride in its many engineering accomplishments, including recognition from GE for its contribution to the Apollo 11 space mission to the moon.
- Global Reach
  - Operates in Asia, Americas and Europe
  - Unparalleled global sourcing network
- Unique, highly valued engineering expertise
  - 15% of company are Engineers (Mechanical, Production and Manufacturing)

NABS™

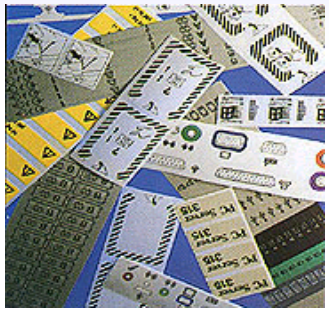
PRODUCT RANGE

NUTS / WASHERS

SCREWS

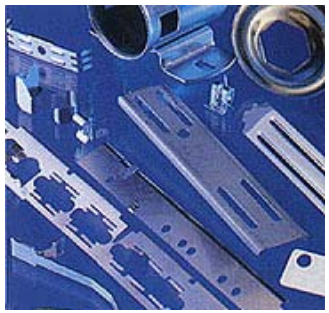
CABLE CLIPS

RIVETS



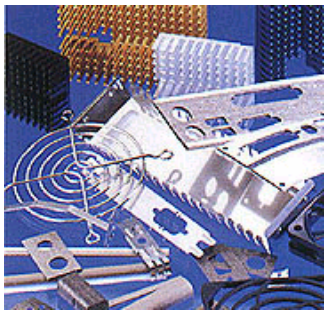
LABELS / DIECUTS

BOLTS



METAL PRESSINGS & STAMPINGS

SPRINGS & WIRE FORMS



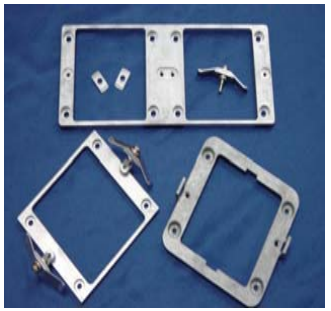
SHIELDING

PLASTIC MOULDINGS

MACHINING

WIRING ACESSORIES

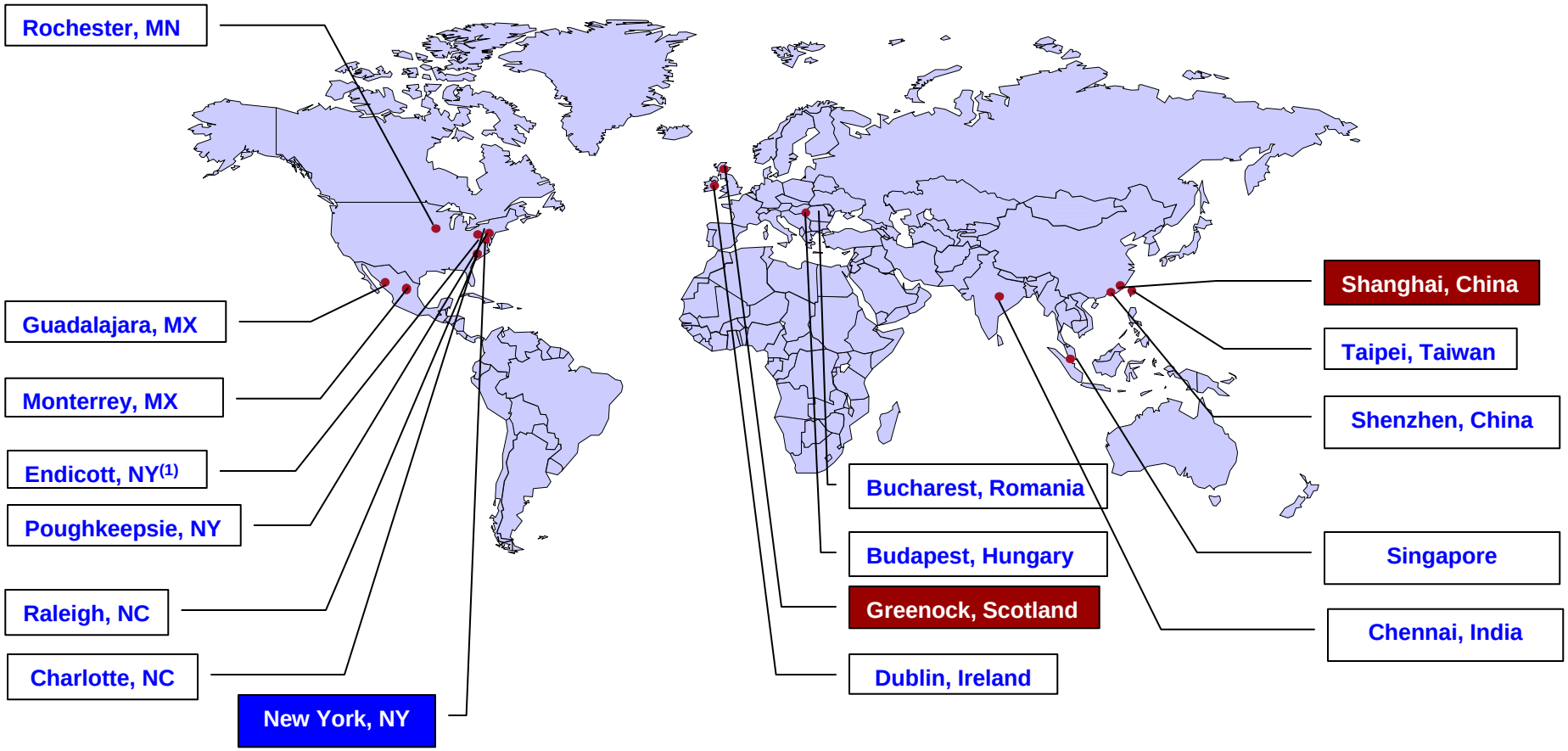
FASTENERS



DIECASTINGS

RUBBER PARTS

NABS' Global Footprint



International Headquarters

Regional Headquarters

(1) Denotes customer site facility

Responsibilities at NABS

- Director of Engineering
  - Oversee the battalion of Engineers in assigning tasks and tracking progress of projects
  - Quality being a big factor in our business, I oversee the resolution of quality and defects in products
    - Resolution involves:
      - finding root cause of failure
      - addressing the customer immediate needs to continue manufacturing (proximate resolution)
      - contact the suppliers and audit them in order to avoid the problem in the future.
      - put in place safeguards to avoid this problem in all of our other line of product so that the “bad” parts do not leave our warehouse again (ultimate resolution).
  - Concurrent engineering development
    - I lead a team of application and design engineers who help our customers during the design of new products.
    - We can and usually make recommendations on what products to use to save money.

Opportunities & Challenges

- Creativity
  - I need to think creatively to find innovative way of solving business problems
  - The industry is evolving fast with respect to rapidly changing geopolitical environment
- Traveling
  - Since NABS is a global company, I get to travel around the globe to visit customer and our own facilities.
- Networking
  - I have the chance to work with other extremely creative engineers.
  - I get to meet people of various cultural background
- Money
  - Great benefits coupled with competitive pay
  - bonuses for recognition of achievements
  - Flexibility

Conclusion

- Future challenges
  - Forever changing world
  - Need for solutions in the new world of technology
  - Ethics
  - Empower poor countries
  - Participate in the “global village” economy
- Continue growing
- Follow your dream!
  - Look to a rewarding career in engineering and science
  - Will become “hotter” as less people join the field

Thank you!

- Q&A