



IPS SERVICES

IPS Services
Sourcing on demand | Supplier Development | Productivity | Supply Chain
Reverse Engineering | Engineering Services

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NEARSHORING | REGIONALIZATION

WHO IS IPS SERVICES

Innovation, Procurement, Solutions & Services is a group of professionals offering Sourcing / Supply Chain services on demand, with world class experience and skills, we are the partner you are looking for.

TYPE OF PROJECTS - IPS SERVICES

On Demand Sourcing services for companies with or without footprint in Mexico, Supplier identification, Supplier Development, RFQ process, First Article inspection and delivery, Supplier Relationship Management, Talent Identification and Development.

- Engineering Services to support Nearshoring and Productivity.



A. Companies Without footprint in Mexico, IPSS is an on demand Strategic Sourcing office also capable to help act as an International procurement office for you; we can identify and develop the right supply chain for your needs.

B. Companies with a footprint in Mexico IPSS is your on demand outside function, collaborating with your existing function, helping you to complement skill set manage complex projects, support bandwidth problems, or just helping you move faster.

Additional Engineering Services – Supply Chain

Services:

These engineering services could support Supplier Negotiations, Productivity Projects and NPI, regardless the supplier location.

- Part / Category rationalization, RFQ creation and analysis (improve RFQ quality and result analysis)
- Cost Break down (Quotes) analysis.
- Reverse Engineering / Digitalization: we can generate 2D or 3D files.
- Design For Manufacturing Analysis
- Drawing clean up.
- Cost Modeling support.
- Hardware and Raw Material standardization.

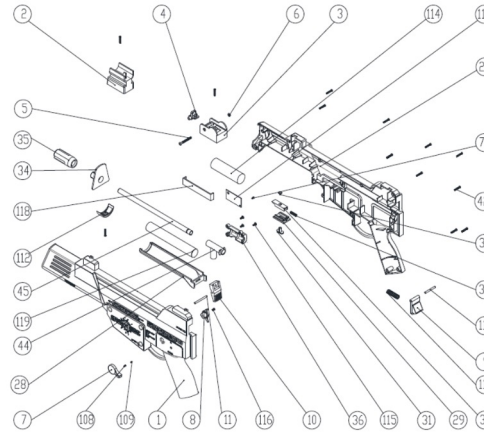


ENGINEERING Services

Services:

- ➔ Reverse engineering: Tear down of competitor products or own products for Savings opportunities
- ➔ Digitalization of physical samples to obtain 2D or 3D
- ➔ CAD Capacity & Basic CAE Applications
- ➔ Raw materials including the identification of local /global alternatives
- ➔ Material Lab: Collaborations with Local Material Labs.

Material cost?



SinoRegent

Part number	Part name	Material Descr.	Quantity	Type of part	Total Cost	Actual Cost	Material Cost	Manufact. Cost	Part weight	Part Mass	Part Length
Part A											
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Part B											
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Cost Models / Cost Simulations

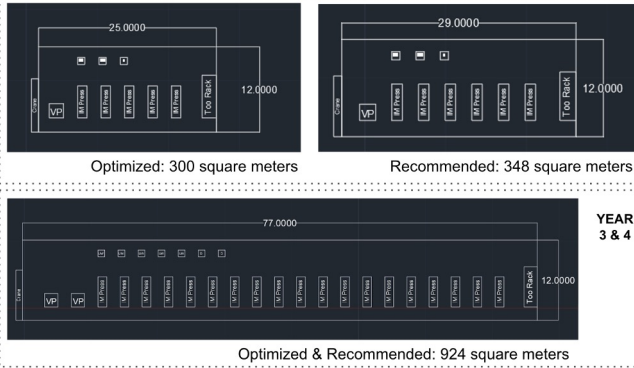
Services:

- Cost model based on cost libraries and theoretical methods
- Budgetary cost in reduced Lead Time to avoid benchmark quotes
- Manufacturing process definition
- Alternative Raw materials cost impact
- DFM
- Make vs Buy Analysis

Assembly number	Image	Year 1 (EAU)	Year 2 (EAU)	Year 3 (EAU)	Year 4 (EAU)
P00127-001		1,200,000	3,000,000	6,000,000	12,000,000
P00818-001					

Year 1				Year 2				Year 3				Year 4			
Item number	Item name	Estimated Item cost (USD)	Item cost (USD)	Item number	Item name	Estimated Item cost (USD)	Item cost (USD)	Item number	Item name	Estimated Item cost (USD)	Item cost (USD)	Item number	Item name	Estimated Item cost (USD)	Item cost (USD)
1	Injection molding machine 1	\$ 130,000	130,000	1	Injection molding machine 6	\$ 150,000	150,000	1	Injection molding machine 12	\$ 130,000	130,000	1	Injection molding machine 12	\$ 130,000	130,000
2	Injection molding machine 2	\$ 130,000	130,000	2	Plastic dryer machine 5	\$ 8,000	8,000	2	Injection molding machine 7	\$ 150,000	150,000	2	Injection molding machine 11	\$ 150,000	150,000
3	Injection molding machine 3	\$ 130,000	130,000	3	Plastic dryer machine 6	\$ 8,000	8,000	3	Injection molding machine 8	\$ 130,000	130,000	3	Injection molding machine 14	\$ 130,000	130,000
4	Injection molding machine 4	\$ 130,000	130,000	4	Injection molding machine 7	\$ 130,000	130,000	4	Injection molding machine 10	\$ 130,000	130,000	4	Injection molding machine 15	\$ 130,000	130,000
5	Plastic dryer machine 1	\$ 8,000	8,000	5	Injection molding machine 9	\$ 8,000	8,000	5	Plastic dryer machine 7	\$ 8,000	8,000	5	Injection molding machine 17	\$ 130,000	130,000
6	Injection molding machine 5	\$ 130,000	130,000	6	Plastic dryer machine 2	\$ 8,000	8,000	6	Injection molding machine 11	\$ 8,000	8,000	6	Injection molding machine 18	\$ 130,000	130,000
7	Plastic dryer machine 2	\$ 8,000	8,000	7	Plastic dryer machine 3	\$ 8,000	8,000	7	Plastic dryer machine 10	\$ 8,000	8,000	7	Injection molding machine 19	\$ 130,000	130,000
8	Injection molding machine 6	\$ 130,000	130,000	8	Plastic dryer machine 3	\$ 8,000	8,000	8	Plastic dryer machine 9	\$ 8,000	8,000	8	Plastic dryer machine 17	\$ 130,000	130,000
9	Plastic dryer machine 3	\$ 8,000	8,000	9	Plastic dryer machine 10	\$ 8,000	8,000	9	Plastic dryer machine 12	\$ 8,000	8,000	9	Plastic dryer machine 14	\$ 8,000	8,000
10	Plastic dryer machine 5	\$ 8,000	8,000	10	Plastic dryer machine 11	\$ 8,000	8,000	10	Plastic dryer machine 13	\$ 8,000	8,000	10	Plastic dryer machine 15	\$ 8,000	8,000
11	Basic Laser machine 1	\$ 15,000	15,000	11	Basic Laser machine 2	\$ 11,000	11,000	11	Basic Laser machine 4	\$ 8,000	8,000	11	Plastic dryer machine 16	\$ 8,000	8,000
12	Basic Laser machine 2	\$ 11,000	11,000	12	Basic Laser machine 3	\$ 15,000	15,000	12	Basic Laser machine 5	\$ 11,000	11,000	12	Plastic dryer machine 18	\$ 8,000	8,000
13	Basic Laser machine 3	\$ 15,000	15,000	13	Basic Laser machine 4	\$ 8,000	8,000	13	Basic Laser machine 6	\$ 11,000	11,000	13	Plastic dryer machine 19	\$ 8,000	8,000
14	Basic Laser machine 4	\$ 8,000	8,000	14	Basic Laser machine 5	\$ 11,000	11,000	14	Basic Laser machine 7	\$ 11,000	11,000	14	Plastic dryer machine 20	\$ 8,000	8,000
15	Basic Laser machine 5	\$ 11,000	11,000	15	Basic Laser machine 6	\$ 11,000	11,000	15	Basic Laser machine 8	\$ 11,000	11,000	15	Plastic dryer machine 21	\$ 8,000	8,000
16	Chiller	\$ 35,000	35,000	16	Chiller	\$ 35,000	35,000	16	Chiller	\$ 35,000	35,000	16	Plastic dryer machine 22	\$ 8,000	8,000
17	Vertical press (Blowdown)	\$ 100,000	100,000	17	Vertical press (Blowdown)	\$ 100,000	100,000	17	Vertical press (Blowdown)	\$ 100,000	100,000	17	Plastic dryer machine 23	\$ 8,000	8,000
18	Welding machine 1	\$ 40,000	40,000	18	Welding machine 1	\$ 40,000	40,000	18	Welding machine 1	\$ 40,000	40,000	18	Plastic dryer machine 24	\$ 8,000	8,000
19	Welding machine 2	\$ 40,000	40,000	19	Welding machine 2	\$ 40,000	40,000	19	Welding machine 2	\$ 40,000	40,000	19	Plastic dryer machine 25	\$ 8,000	8,000
20	Plastic decoration machine	\$ 50,000	50,000	20	Plastic decoration machine	\$ 50,000	50,000	20	Plastic decoration machine	\$ 50,000	50,000	20	Plastic decoration machine	\$ 50,000	50,000
21	Cone	\$ 100,000	100,000	21	Cone	\$ 100,000	100,000	21	Cone	\$ 100,000	100,000	21	Cone	\$ 100,000	100,000
22	P00139-001 Tool	\$ 192,000	192,000	22	P00139-001 Tool	\$ 192,000	192,000	22	P00139-001 Tool	\$ 192,000	192,000	22	P00139-001 Tool	\$ 192,000	192,000
23	P00140-001 Tool	\$ 120,000	120,000	23	P00140-001 Tool	\$ 120,000	120,000	23	P00140-001 Tool	\$ 120,000	120,000	23	P00140-001 Tool	\$ 120,000	120,000
24	P00141-001 Tool	\$ 99,000	99,000	24	P00141-001 Tool	\$ 99,000	99,000	24	P00141-001 Tool	\$ 99,000	99,000	24	P00141-001 Tool	\$ 99,000	99,000
25	P00142-001 Tool	\$ 123,000	123,000	25	P00142-001 Tool	\$ 123,000	123,000	25	P00142-001 Tool	\$ 123,000	123,000	25	P00142-001 Tool	\$ 123,000	123,000
26	P00106-001 Tool	\$ 188,000	188,000	26	P00106-001 Tool	\$ 188,000	188,000	26	P00106-001 Tool	\$ 188,000	188,000	26	P00106-001 Tool	\$ 188,000	188,000
27	P00107-000 Tool	\$ 110,000	110,000	27	P00107-000 Tool	\$ 110,000	110,000	27	P00107-000 Tool	\$ 110,000	110,000	27	P00107-000 Tool	\$ 110,000	110,000
28	P00108-000 Tool	\$ 87,000	87,000	28	P00108-000 Tool	\$ 87,000	87,000	28	P00108-000 Tool	\$ 87,000	87,000	28	P00108-000 Tool	\$ 87,000	87,000
29	P00109-001 Tool	\$ 87,000	87,000	29	P00109-001 Tool	\$ 87,000	87,000	29	P00109-001 Tool	\$ 87,000	87,000	29	P00109-001 Tool	\$ 87,000	87,000
30				30				30				30			

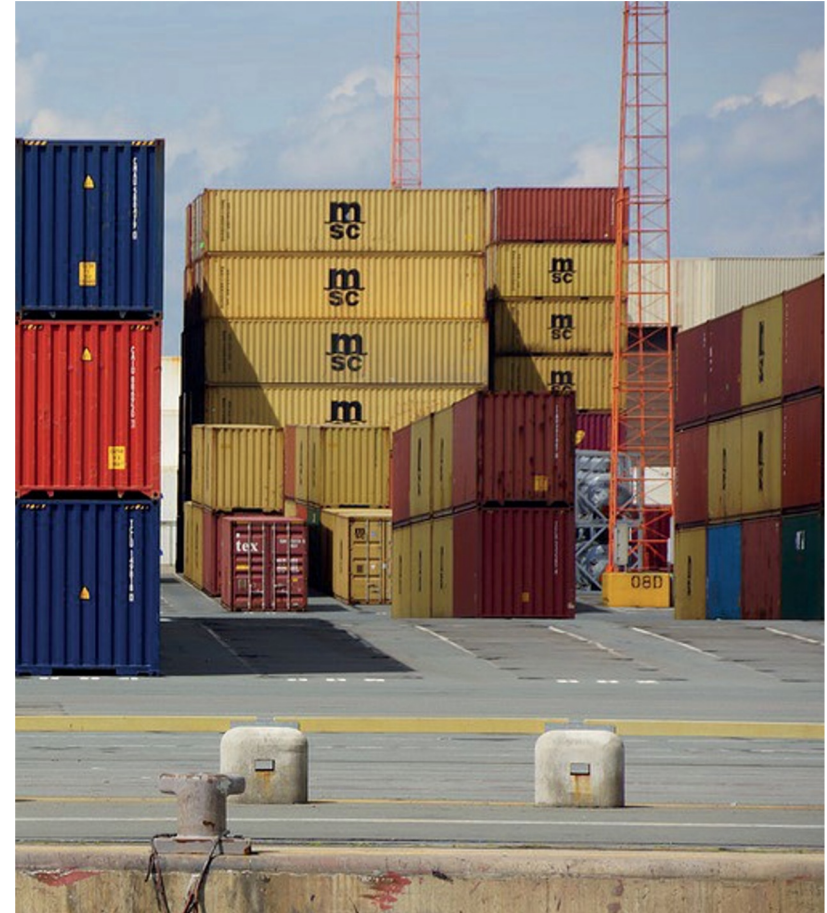
TOTAL																	
Part number	Part name	Stage	Assembly method	Unit	Year 1(EAU)	Year 2(EAU)	Year 3(EAU)	Year 4(EAU)	Year 1 capital	Year 2	Year 3	Year 4	Year 1	Year 2	Year 3	Year 4	
P00139-001	DRILL: WRENCH	NA	DRILLING POLY CARBONATE	COLOR: CLARK	1,200,000	1,800,000	3,000,000	12,000,000	5,238,364	23%	17%	11%	21%	\$ 87,000	\$ 87,000	\$ 87,000	\$ 87,000
P00140-001	POST LASER: WRENCH	NA	DRILLING POLY CARBONATE	COLOR: CLARK	1,300,000	1,800,000	6,000,000	12,000,000	5,238,364	33%	17%	11%	21%	\$ 87,000	\$ 87,000	\$ 87,000	\$ 87,000
P00141-001	SMALLEY CAP PRESS: WRENCH		DRILLING ABS, UHMW, UHMW LEARN	COLOR: CLARK	1,200,000	1,800,000	6,000,000	12,000,000	1,171,439	18%	6%	9%	16%	\$ 110,000	\$ 110,000	\$ 110,000	\$ 110,000
P00137-000	DRILLING POLY CARBONATE		DRILLING ABS, UHMW, UHMW LEARN	COLOR: CLARK	1,200,000	1,800,000	6,000,000	12,000,000	1,171,439	18%	6%	9%	16%	\$ 110,000	\$ 110,000	\$ 110,000	\$ 110,000
P00139-001	DRILLING POLY CARBONATE		DRILLING POLY CARBONATE	COLOR: CLARK	300,000	1,800,000	6,000,000	8,000,000	4,547,268	7%	6%	6%	15%	\$ 87,000	\$ 87,000	\$ 87,000	\$ 87,000
P00141-001	DRILLING POLY CARBONATE		DRILLING POLY CARBONATE	COLOR: CLARK	300,000	1,800,000	6,000,000	8,000,000	4,547,268	6%	6%	7%	15%	\$ 87,000	\$ 87,000	\$ 87,000	\$ 87,000
P00139-001	DRILLING POLY CARBONATE		DRILLING POLY CARBONATE	COLOR: CLARK	300,000	1,800,000	6,000,000	8,000,000	4,547,268	5%	5%	5%	10%	\$ 87,000	\$ 87,000	\$ 87,000	\$ 87,000
P00139-001	DRILLING POLY CARBONATE		DRILLING POLY CARBONATE	COLOR: CLARK	300,000	1,800,000	6,000,000	8,000,000	4,547,268	5%	5%	5%	10%	\$ 87,000	\$ 87,000	\$ 87,000	\$ 87,000
P00140-001	DRILLING POLY CARBONATE		DRILLING POLY CARBONATE	COLOR: CLARK	300,000	1,800,000	6,000,000	8,000,000	4,547,268	5%	5%	5%	10%	\$ 87,000	\$ 87,000	\$ 87,000	\$ 87,000
P00139-001	DRILLING POLY CARBONATE		DRILLING POLY CARBONATE	COLOR: CLARK	300,000	1,800,000	6,000,000	8,000,000	4,547,268	5%	5%	5%	10%	\$ 87,000	\$ 87,000	\$ 87,000	\$ 87,000
P00141-001	DRILLING POLY CARBONATE		DRILLING POLY CARBONATE	COLOR: CLARK	300,000	1,800,000	6,000,000	8,000,000	4,547,268	5%	5%	5%	10%	\$ 87,000	\$ 87,000	\$ 87,000	\$ 87,000
P00142-001	DRILLING POLY CARBONATE		DRILLING POLY CARBONATE	COLOR: CLARK	1,200,000	1,800,000	6,000,000	12,000,000	5,238,364	23%	17%	11%	21%	\$ 87,000	\$ 87,000	\$ 87,000	\$ 87,000
P00106-001	MATERIAL: NON CONDUCTIVE PU 30		MATERIAL: NON CONDUCTIVE PU 30		300,000	1,800,000	6,000,000	8,000,000	4,320,000	7%	4%	5%	16%	\$ 20,000	\$ 20,000	\$ 20,000	\$ 20,000



ADDING VALUE

¿SO WHY IPSS IS A BETTER OPTION?

- A.** We have strong networks among OEM's procurement teams.
- B.** We have a seat on the AMT board of directors, along most industrial clusters in Mexico.
- C.** We have a strategic partnership with Regional Trade Specialists and technical resources to complement our service portfolio
- D.** Constantly working on projects across different industries giving us updated cost performance readings.
- E.** We have experinced resources in Golbal companies that actually had "real jobs" that can solve your "real problems".
- F.** Leveraging local labs and technical resources.



Recurrent Clients / Project Clients



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<https://www.linkedin.com/company/ipss-innovation-procurement-solutions-services>



IPS SERVICES
YOUR SUPPLYCHAIN PARTNER

OSWALDO GUTIERREZ – Managing Partner

Managing Partner at IPS Services based in Monterrey, Nuevo León, Mexico. With over 22 years of experience in Supply Chain, Sourcing, Procurement at multinational companies such as Schneider Electric, Whirlpool, Honeywell and GE.

Prior to his current role, held the following positions:

- Procurement VP North America, Schneider Electric managing 1.8 Billion USD for over 45 manufacturing locations
- Procurement Director North America Schneider Electric,
- Procurement Director North America Whirlpool Corporation.
- Global Sourcing Director, Honeywell Aerospace
- Sourcing Director Latin America, Honeywell Aerospace
- GE Industrial Systems, various Supply Chain roles from Project leader to Sourcing Leader Latin America

Education

Universidad Iberoamericana – Executive MBA 2004

ITESM, Monterrey Tech – BS in Mechanical and Industrial Engineering 1996

Michigan State University – Purchasing and Supply Chain Seminar 2012

APICS – CPIM

Institute of Supply Chain Management -CPM

GE Certification – Six Sigma 2000



JESUS RIVAS – Engineering Director (Mechanical Engineering)

20 years of experience in part, process and mold design for a wide variety of industries

- Cetrec: CNC Programmer - Mold Designer - Tool Shop Manager (3 years)
- CAD / CAE / Cost Modeling Expertise
- Enrefsa: Mold sales manager - Tool shop manager (2 years)
- Standard Tool & Die: Sales Manager - Plant Director (5 years)
- Whirlpool: Purchasing Manager, Tools and Equipment (10 years)

