

Claude Chose

Specialist in Cost Reduction Analysis and Implementation

EXPERTISE

- **Value Analysis** (design to costs):
Cost optimization from conception of the product
Establish business plans consistent with marketing objectives and strategies and set cost objectives/parameters to guide development
Evaluate cost throughout product lifecycle and reengineer/resource for cost optimization
- **Reduce production costs**
Audit production lines, using "Work Factor"(deconstruct/reengineer production tasks and processes).
Audit indirect cost structures of sub-contractors using "ABC costing" method.
Benchmark sub-contracting (or owned) facilities and drive all to cost optimal practices
- **Audit corporate indirect and direct costs for optimization**
Analyze/implement offshoring options
"Make or buy" analysis

SECTOR KNOWLEDGE

- Electronic products for mass market, professional market and mobile telephony.
- Electronic sub-contracting in low labor cost markets in Europe, Asia, and elsewhere.

EXPERIENCE

2002 - 2004 WAVECOM COST REDUCTION DIRECTOR
Supplier of wireless solutions for mobile telephony market. **2003 Sales = 280M. €.**

NEW PRODUCTS :

Develop business plans with Strategy and Marketing teams, define cost objectives for project teams

Follow/Control costs throughout development in concert with project owners.

- Value analysis during the development of a modem resulted in a 40% reduction in materials costs and a 25% reduction in labor (€100K+) through offshoring based on a "make or buy" analysis.

EXISTING PRODUCTS :

Audit direct and indirect cost structures of sub-contractors

- Reduced direct labor from 42 to 27 people.
- Reduce required investment for incremental production from 3 to 2 lines

Negotiation of costs for sub-contractor production in Eastern Europe and Asia

- Generated savings of \$8 million in 2003/04 versus initial production costs of telephone modules

Drive plans for product upgrades to insure achievement of reduced cost objectives:

- 20% reduction in materials cost and 40% reduction in labor

1999 - 2002 PHILIPS Broadband Networks , COST REDUCTION MANAGER

1995 - 1998 PHILIPS Digital Networks, COST ENGINEER

1987 - 1995 PHILIPS B.U.T.T., COST ENGINEER

1983 - 1987 PHILIPS , RESPONSABLE DU DEVELOPPEMENT CIRCUITS IMPRIMES ET MECANIQUE.

1980 - 1983 CERSEM , RESPONSABLE DU DEVELOPPEMENT MECANIQUE

EDUCATION:

Mechanical Engineering degree from CESI, Paris

LANGUAGES

Native French, business fluency in English