



Assemblée Générale Ordinaire

2^{ème} partie : Plan stratégique de GALIA et ses projets phares

Jeudi 17 juin 2021 à 14h00



**UN RÉSEAU
UNE EXPERTISE**
au service de l'industrie automobile

Respect des règles de concurrence

Extrait Charte Éthique GALIA

Les participants aux réunions de travail GALIA s'interdisent d'échanger ou de communiquer des informations susceptibles de constituer une infraction au droit de la concurrence dans les relations commerciales.

Il est plus particulièrement prohibé de communiquer toute information sur les prix actuels ou futurs, sur les niveaux de marges, sur les appels d'offres, de diffuser toute information relevant des procédures et de la stratégie tarifaires et plus généralement toute information confidentielle concernant les opérations des entreprises.

Tout participant, estimant que des propos tenus en séance constituent une entorse à cette règle déontologique, interpelle immédiatement l'assemblée afin qu'il soit mis fin au trouble, y compris en sollicitant un avis juridique.

Ordre du jour

Introduction

2. Plan GALIA à trois ans et projets en cours

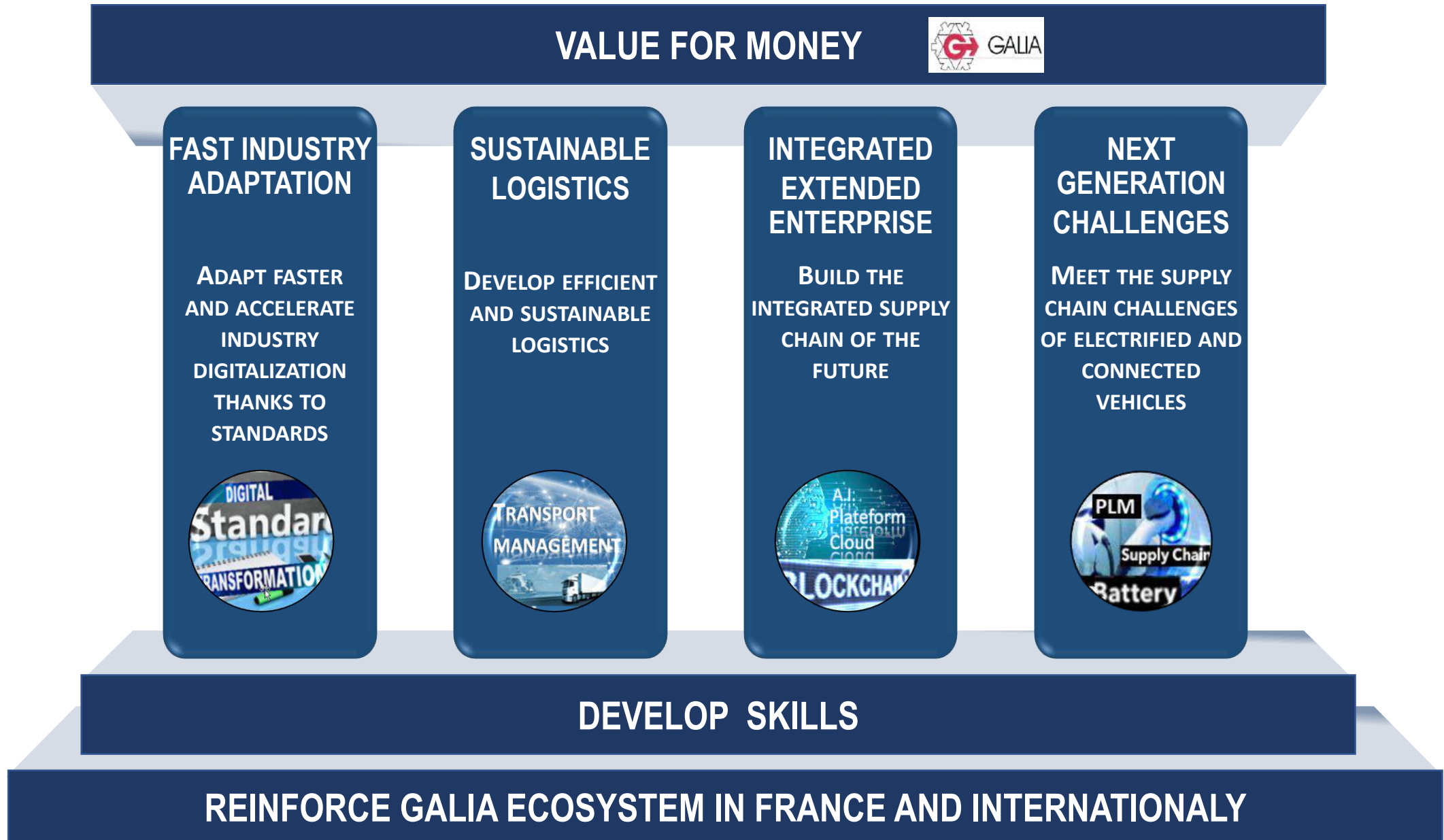
- a) Plan stratégique GALIA
- b) Point d'avancement des projets phares
 - Cybersécurité
 - Transport Management
 - Collaborative Forecasting
 - Product requirements
 - Training and skills
 - Projets Packaging
 - Retex Crisis Management
 - Facture Électronique

Conclusion du Président

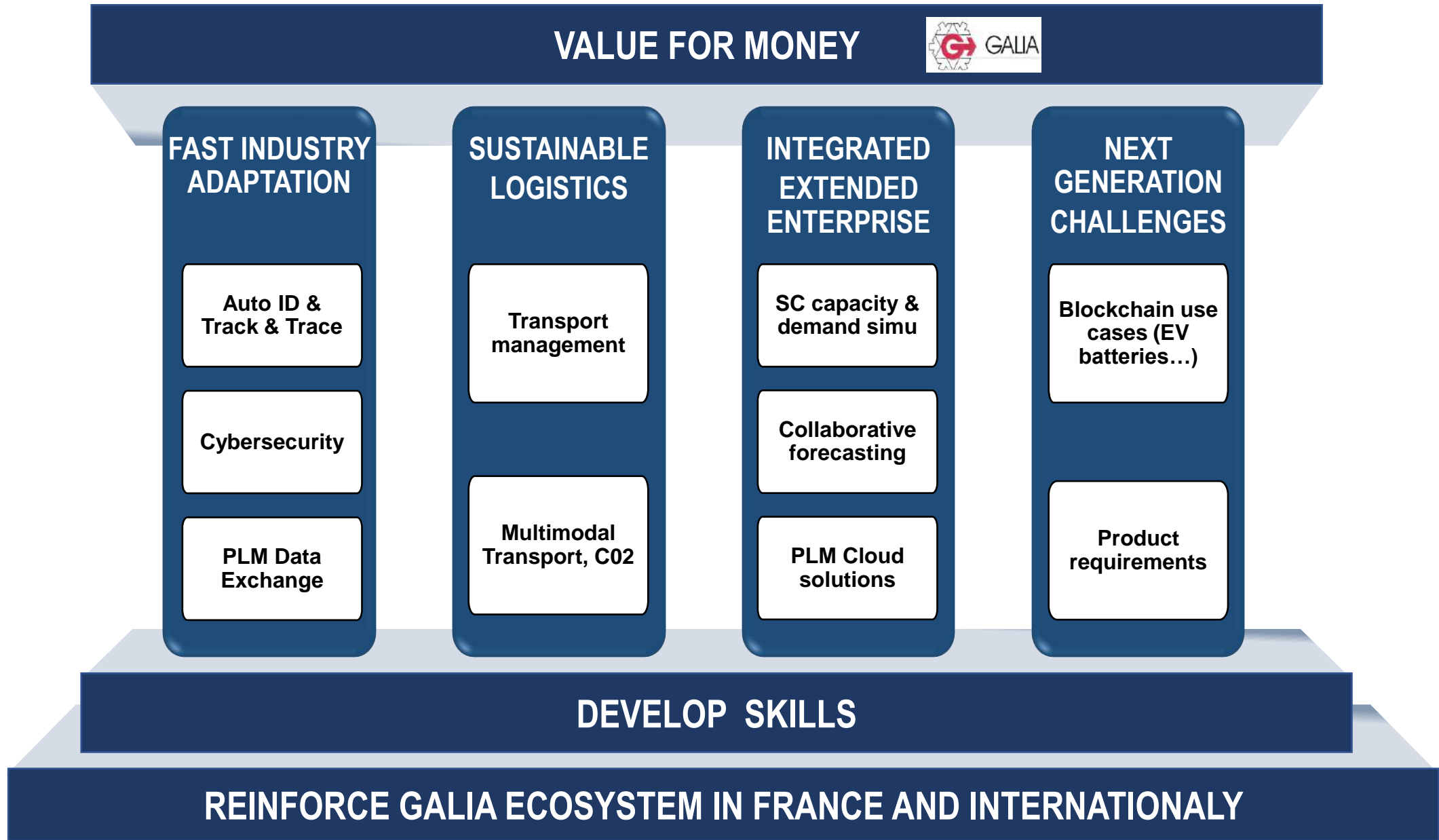
2) Plan GALIA à trois ans et projets en cours

- a) Plan stratégique GALIA
- b) Point d'avancement des projets phares

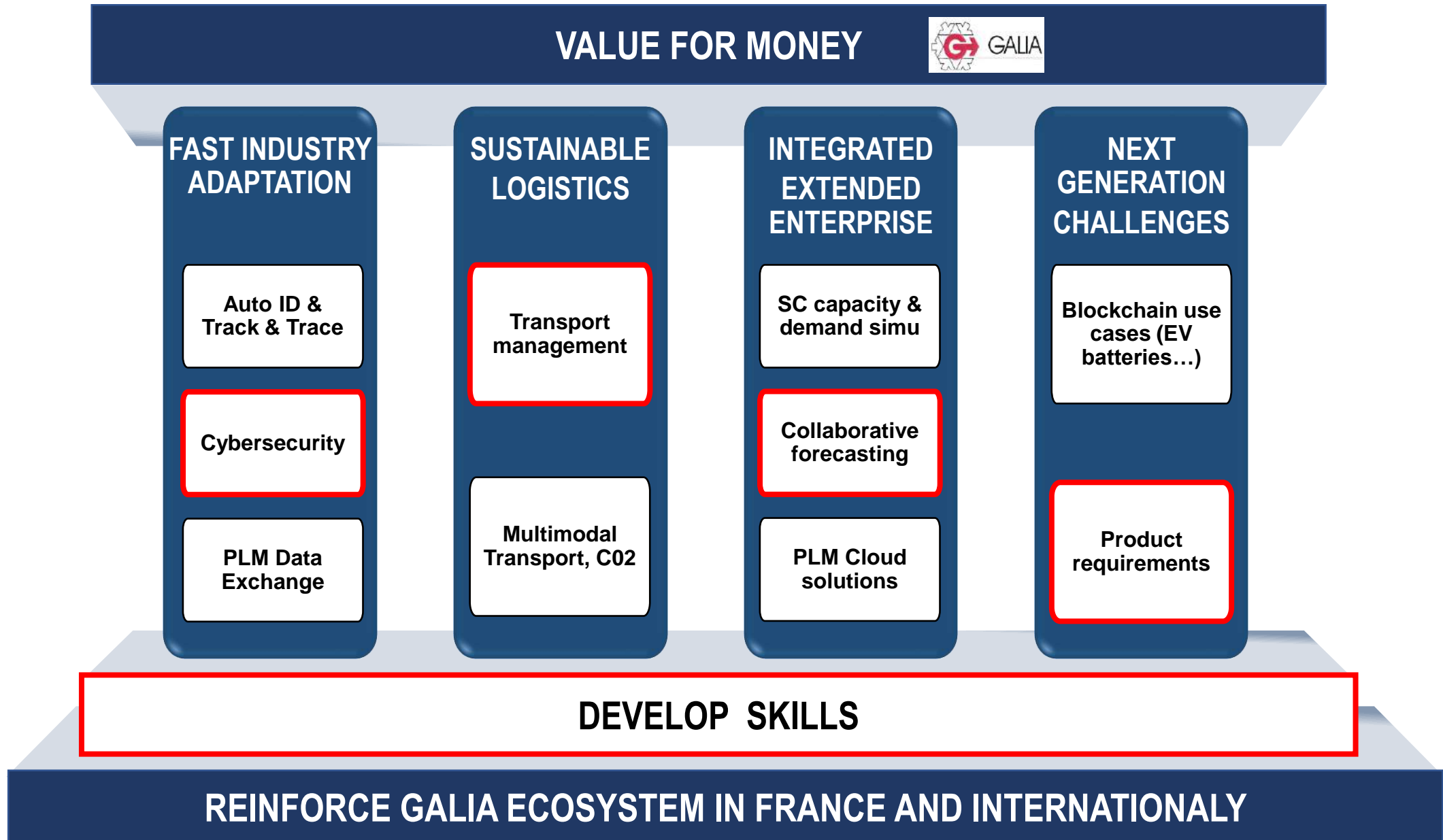
GALIA, a 3-year strategic plan established with the automotive industry



GALIA, a 3-year strategic plan established with the automotive industry



GALIA, a 3-year strategic plan established with the automotive industry



Data Cybersecurity

■ Business requirements

- Cybersecurity threats have become the first cause of disruptions in the supply chain! Need to guarantee the way the information is secured within a company.
- An information security assessment program exists (TISAX) with recognition of evaluation results among participants. Currently deployed (VW, BMW, Daimler, Magna, ZF, Valeo... + cooperation started with GM, Fiat Chrysler and Ford).

■ TISAX? An information security assessment guide

- Developed by the automotive industry, the TISAX audit covers all risks relating to information security, both digital and physical within a company.
- TISAX is the leading standard for information security in Germany (compared to ISO 27001).

■ Objectives

- Understand and adopt the existing TISAX standard and its approach (similar to Global MMOG/LE)
- Communicate and deploy the TISAX assessment guide.

■ Participants

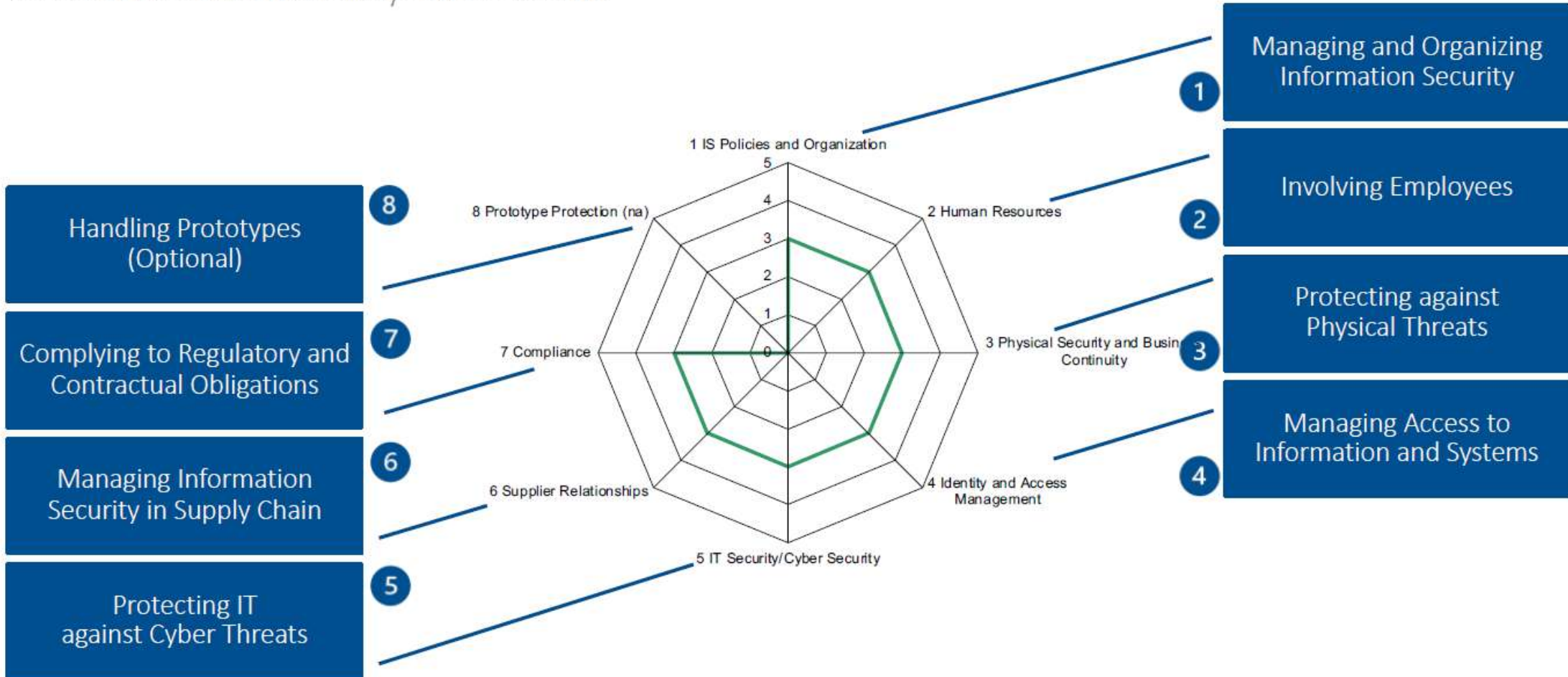


4.500
Assessed
locations in
58 countries

Data Cybersecurity

Areas of TISAX Assessment

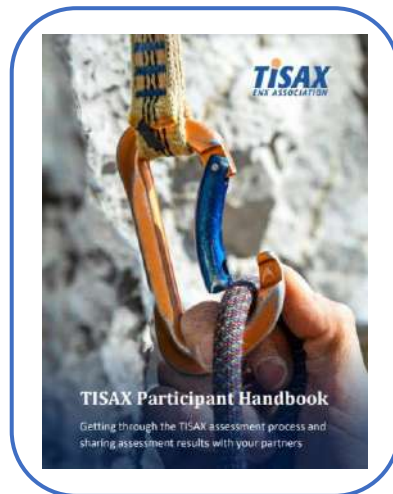
Focus of Protection is always the Customer



Data Cybersecurity

2020

- Launch of a **study on cybersecurity/TISAX training** in cooperation with ENX
- Collection of content (**TISAX Handbook** translated into french)



2021

- Raising awareness about **cybersecurity** and the **TISAX standard**
- Develop **Information Security training** to sensilize companies about cybersecurity risks



2022

- **Communicate** on training
- **Carry out** the new training
- Develop **TISAX training** to support companies in the TISAX audit preparation



Transport Management – GUSTA



Business requirements

- The costs involved in transportation for the **automotive industry** are considerable. Part of these costs rely on the efficiency of the **interface** between the industry and **the Transport** domain.
- In addition, new regulatory, societal and business issues affect the automotive industry.

Objectives

- Identify the "automotive" **common needs, regarding the transport service providers** ; define the associated standards, best practice and recommendations.
- Link with future **ODETTE** projects (i.e. Transport Data Exchange, Multimodal Transport/CO2).

Participants



Transport Management – GUSTA



- Transport physical flow model

- Data exchange; EDI messages

- Proof of delivery

- Track and Trace requirements

- Customs

- Transport management organisation

- Strategic planning

- Performance transport KPIs

- CO2

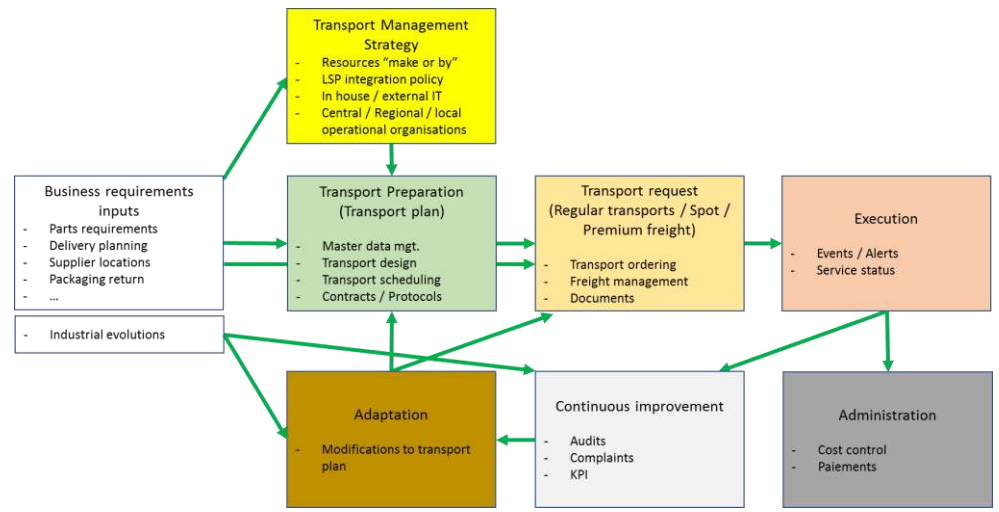
- Digital documents

ODETTE transport projects



Transport Management – GUSTA

GALIA GUSTA workgroup aims to help member companies involved in TMS and Track&Trace Platform projects.



A global process involving multiple partners and responsibilities.

Defining common practices and standards is key to performance and visibility in the transport chain.

Collaborative forecasting

Sponsor : J.P. Grand (MICHELIN)
Membres : E. Nicolas (HUTCHINSON)
 C. Guerout (VERNET)
Manager : P. Reilhac



■ Business requirements

- Evolving **technological content of vehicles** (Electrification, electronic components, new raw materials...).
- Anticipating higher **volatility in the demand** for cars, which could create a new level of uncertainty.
- **New technologies** (Big Data, Machine Learning...) could bring new tools into play.
- Recurrent **crisis** have relaunched the interest for the forecasting process.

■ Objectives

- **Share the vision** concerning automotive business requirements.
- Describe the general rules and processes for forecasting ; identify best practice and **potential improvements**.
- Study the opportunities and benefits offered by **new tools and technologies**.

■ Participants



Collaborative forecasting

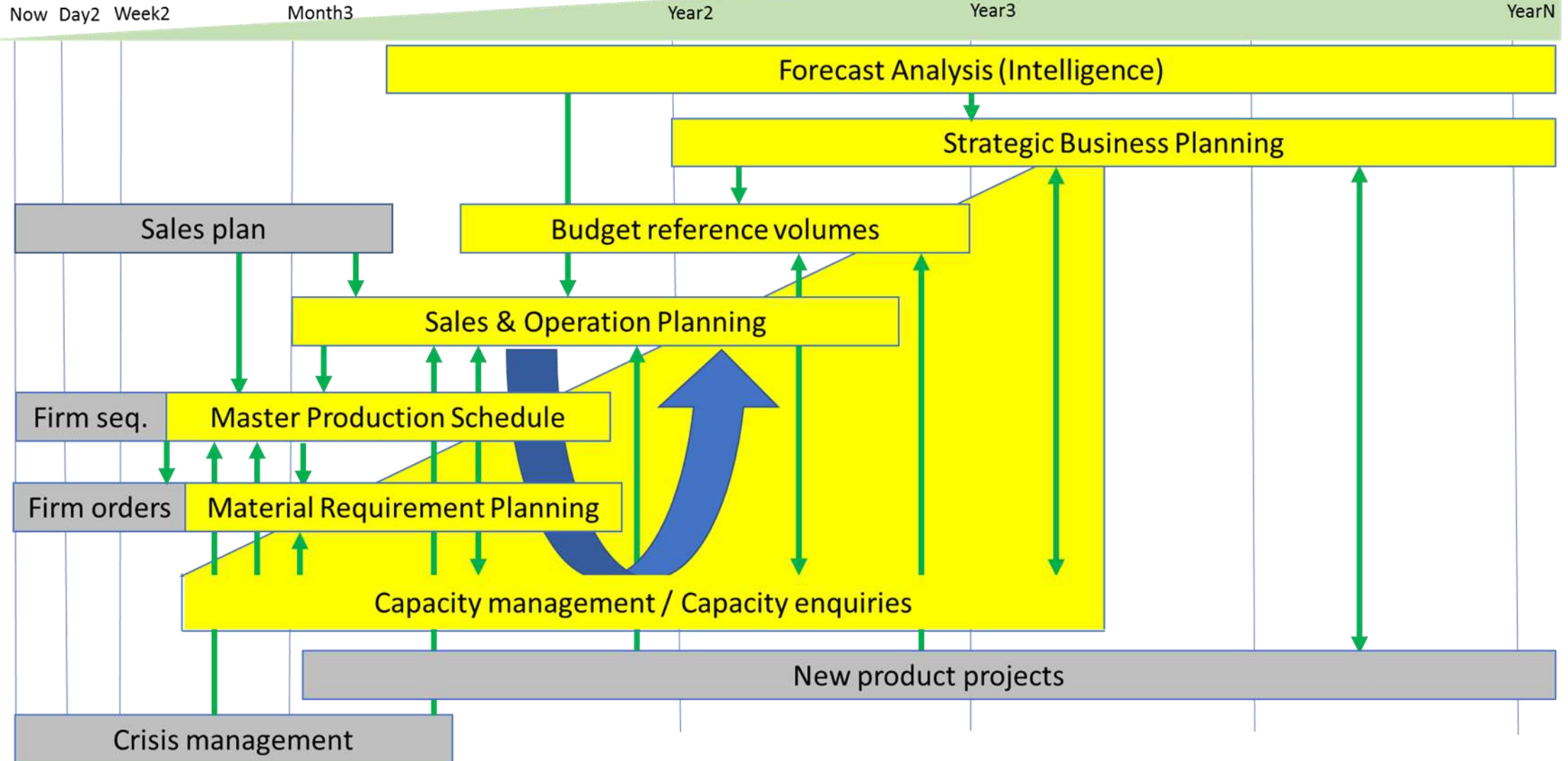
Sponsor : J.P. Grand (MICHELIN)
 Membres : E. Nicolas (HUTCHINSON)
 C. Guerout (VERNET)
 Manager : P. Reilhac

INTEGRATED
 EXTENDED
 ENTERPRISE

SC capacity &
 demand simu

Collaborative
 forecasting

PLM Cloud
 solutions



Collaborative forecasting

Sponsor : J.P. Grand (MICHELIN)
Membres : E. Nicolas (HUTCHINSON)
C. Guerout (VERNET)
Manager : P. Reilhac

INTEGRATED
EXTENDED
ENTERPRISE

SC capacity &
demand simu

Collaborative
forecasting

PLM Cloud
solutions

2020

2021

2022

April 2021

- Detailed analysis of the automotive forecasting process

- Identification of priority / quick win improvement topics

Priority improvement topics

- Test an intermediate vehicle granularity within the S&OP data

- Improve / accelerate useful forecasting communication to suppliers

- Organise the supplier / customer feedback loop

- Organise transparency in a OEM / Tier1 / TierN context

- Describe the fundamentals of Forecasting

Continuation to be defined

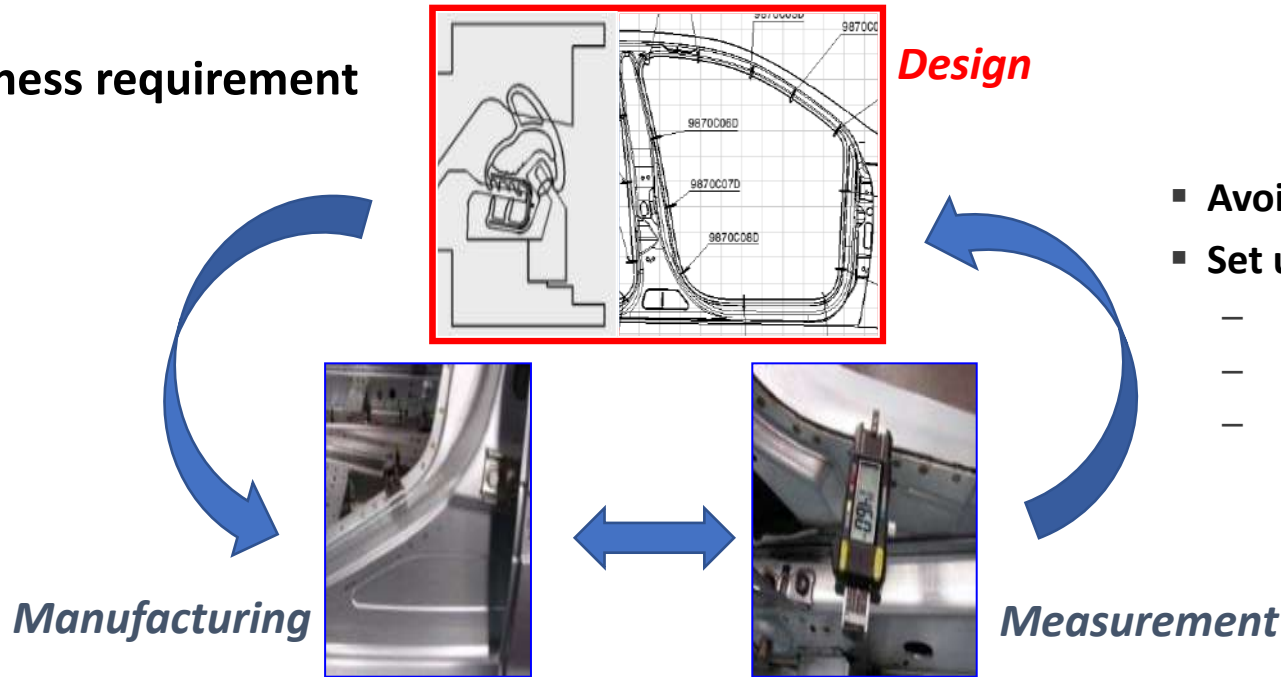
- Step back on the current "multiple crisis" context?

- Link with Odette projects?



Product requirements : PROMETHEA PROJECT

- Business requirement



- Avoid non-conformity
- Set up a virtual loop from Tier n to OEM to ensure:
 - Quality follow-up in serial production
 - Product/Process development feasibility studies
 - Expected quality convergence in ramp up production

- Objectives

- Integrate statistical methods at each stage of design and manufacturing, from the collection of customer needs and defects in use, to the measurement of what has been produced, to optimize product/process development.
- Improve the convergence of product/process and services conformity while both development and production.
- Ensure the quality of the project results implementation, publication of an homologation process.

- Participants



Product requirements : PROMETHEA PROJECT



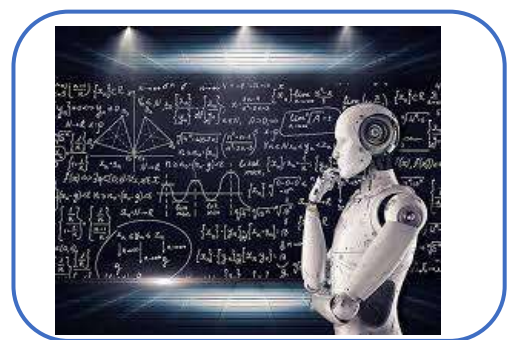
Prototype development

White paper & implementation guide

IA based prototype

A screenshot of a software interface with three main sections: **QUALITY** (Customers: ARCHITECT, Real time production Analysis, Quality leader...), **FAISABILITY** (Customers: Manufacturer, Architect, Designer, Specialists, Geometry...), and **PROJECT CONVERGENCE** (Customers: Supplier, Design, Quality, Geometry leader, etc...). Each section includes descriptive text and small charts or diagrams.

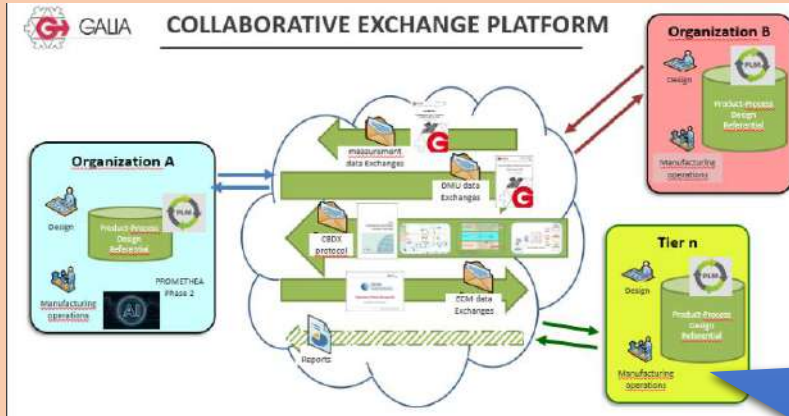
Two white paper covers. The left one is titled 'PROJET PROMETHEA' and the right one is 'PROMETHEA'. Both feature the GALIA logo and technical diagrams.



Available at www.galia.com!

Product requirements: PROMETHEA PROJECT

Collaborative Exchange Platform



Solutions homologation



PROMETHEA

Blockchain (use cases study)

1. X-CEED: Parts geometrical characteristics traceability (in progress)
2. Battery Lifecycle Management and Traceability: ACC Use Case ACC (to be started)
3. PCC: Share certified data to improve services quality

CATENA-X

- Use Case 1: Parts traceability / SW-Building Block
- Use Case 2: Predictive Quality

GAIA-X

- GT SMART MANUFACTURING (ATLAS Program)

Training & skills



DEVELOP SKILLS

Sponsor : B. Capenol (TREVES)
Contributeur : S. Battier (RENAULT TRUCKS)
Manager : N. Garaud

■ Business requirements

- Guarantee continuity in terms of skills (retirements, changes in duties or positions...).
- Improve knowledge of GALIA/Odette standards.
- Raise new comers' awareness of the processes within the automotive industry.

■ Objectives

- Review the GALIA strategy in terms of trainings.
- Develop new training courses for the entire automotive industry or evolve existing training courses.
- Communicate on trainings.

■ Participants



Training & skills – GALIA catalogue

DEVELOP SKILLS

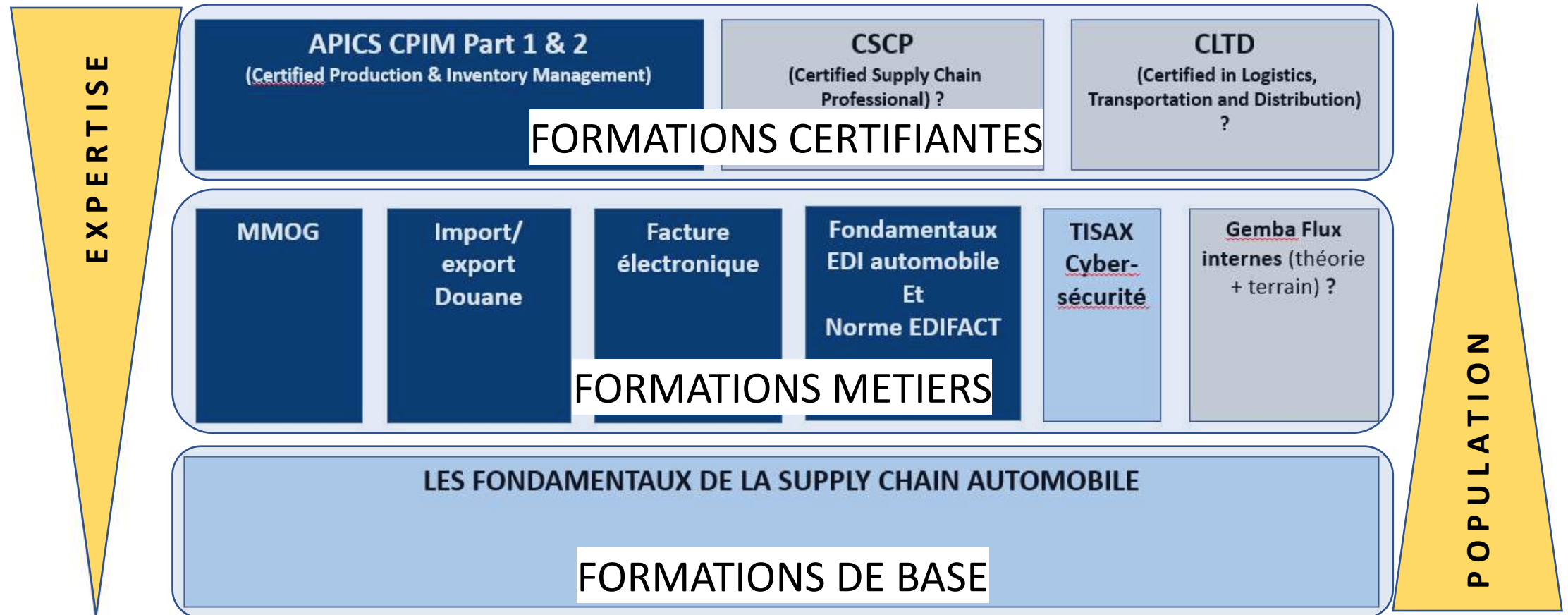
Sponsor : B. Capenol (TREVES)
Contributeur : S. Battier (RENAULT TRUCKS)
Manager : N. Garaud

Existant GALIA

En cours de développement

Nouveaux besoins à étudier

- Cas d'usage Automobile
- Rassembler les différentes personnes concernées de la filière



Training & skills

2020

Revision of EDI training courses:

- **Fundamentals of EDI** in the automotive sector
- **The EDIFACT standard** and its use in the automotive industry

2021

- Integration of **GALIA training courses in companies catalogues**
- New training course: **Fundamentals of the Automotive Supply Chain**
- New training course: **TISAX Cybersecurity**

2022

- Communicate on trainings
- Carry out the new trainings
- Develop new training courses

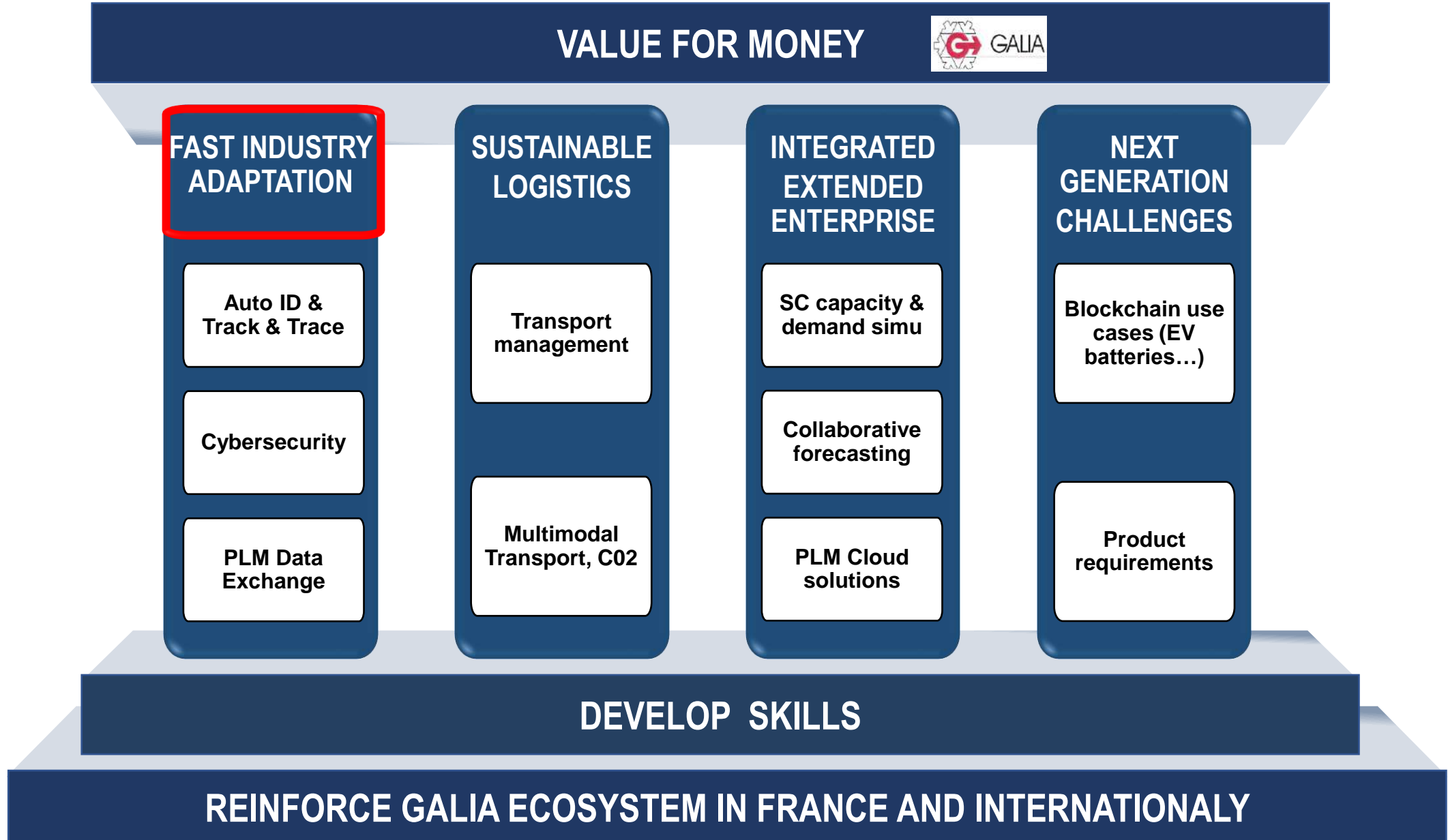


Fundamentals of the Automotive Supply Chain

Optimisez vos compétences avec l'expert de votre métier !



GALIA, a 3-year strategic plan established with the automotive industry



Packaging standards / management

■ Business requirements

- Development of best-in-class **packaging standards** for the automotive industry.

■ Objectives

- To standardise packaging specifications under the monitoring of the **Groupe des Utilisateurs d'Emballages GALIA**.
- Identify and deploy best practices concerning **packaging management**.

■ Participants



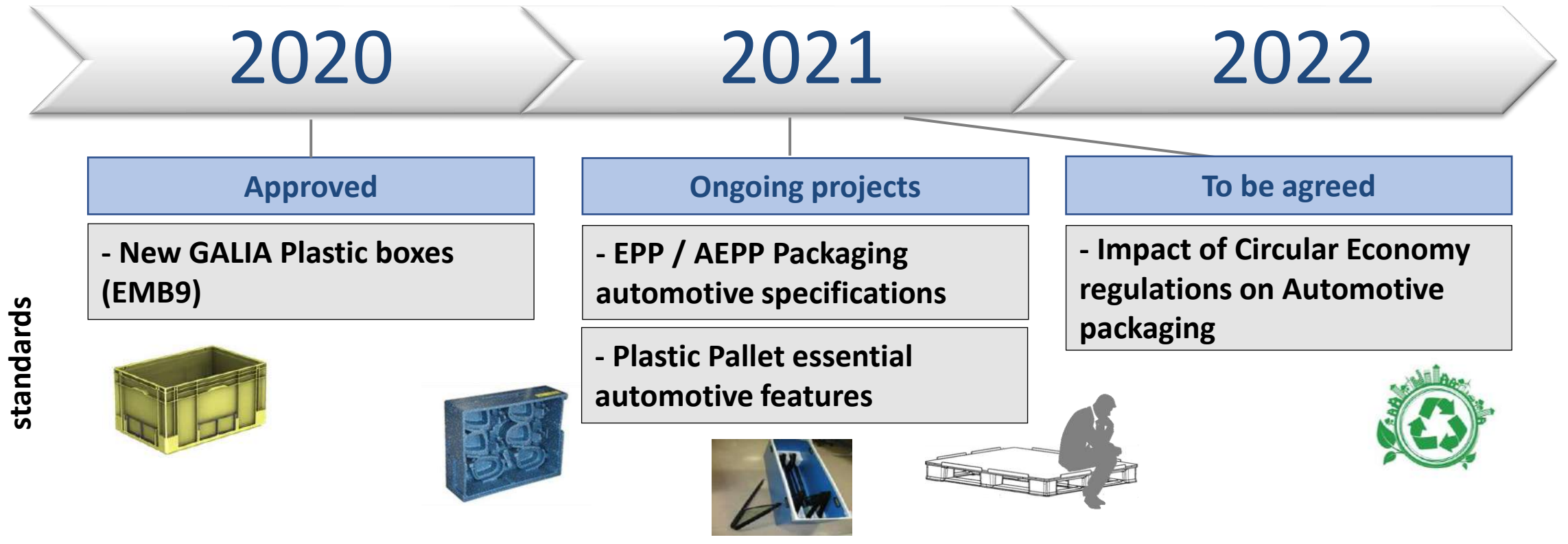
Schoeller Allibert



snop
snwm
smom
GROUPE FSD



Packaging standards / management



management



FILIERE
AUTOMOBILE
& MOBILITÉS



PFA - Guide de Performance et de Bonnes Pratiques

- Annexe 1 sur la gestion des emballages (Publiée)

- 11 sujets d'amélioration (En cours)

[lien vers le GPBP](#)

RETEX Crisis management COVID-19



2020

- Retex on customer-supplier communication and IS/EDI updates
- 2 workshops (sept & oct)

2021

- 2021: Publication of a Recommendation of best practices in case of crisis



Mandatory use of e-Invoicing in 2023

■ Contexte réglementaire

- L'échange de factures électroniques ne se limite plus aux relations avec le secteur public, mais se généralise à toutes les entreprises du B2B en France.
- L'article 153 de la Loi de Finances pour 2020 : fixe l'objectif de dématérialisation des factures à l'horizon 2023-2025.
- L'article 195 de la Loi de Finances pour 2021 : complète le dispositif en ajoutant une obligation de transmission des données à l'administration fiscale.

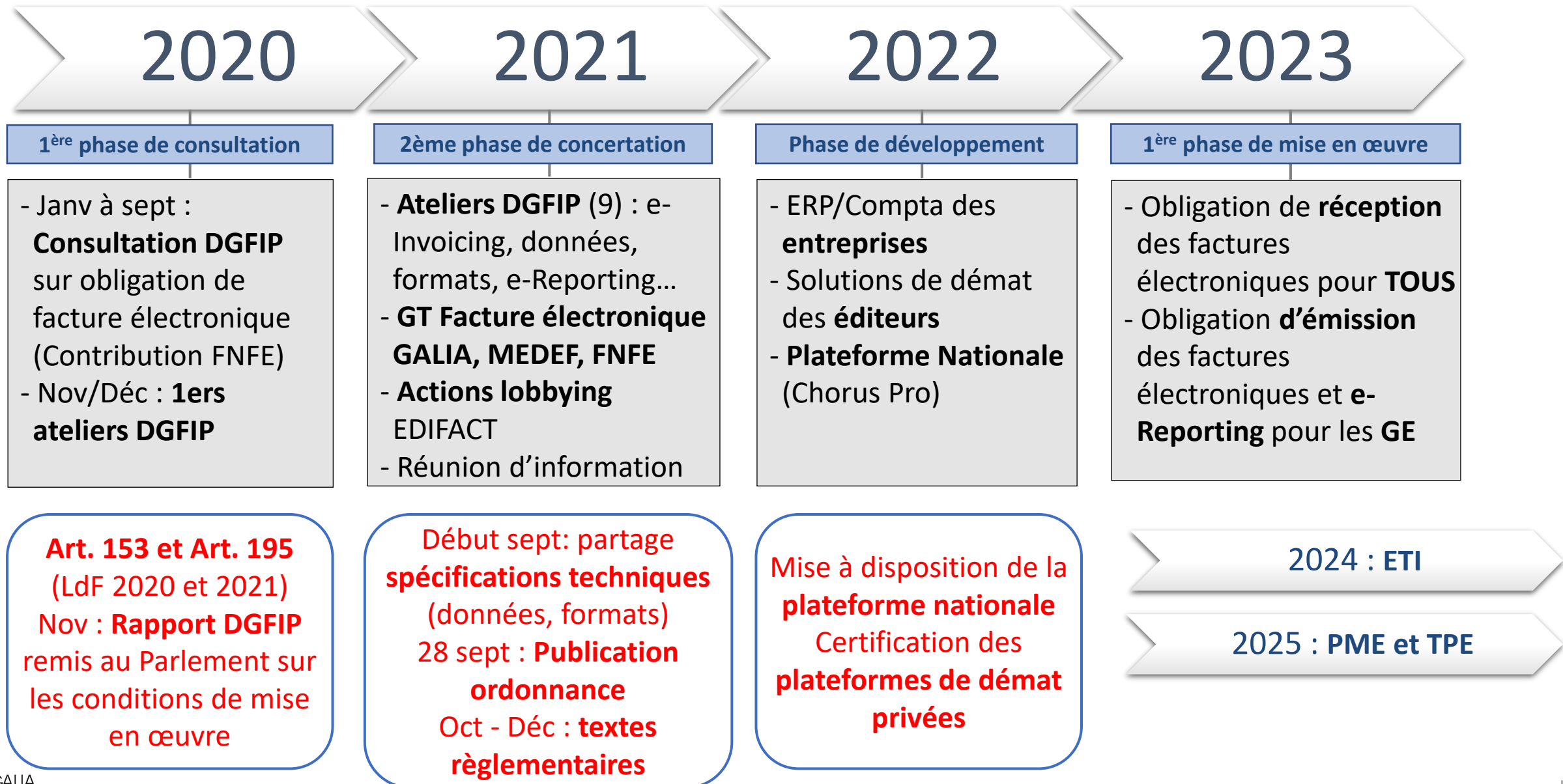
■ Objectifs

- S'assurer que l'existant de la filière auto soit pris en compte pour faciliter et diminuer les coûts d'évolution.
- Aider la filière à la mise en œuvre de la réforme.

■ Participants



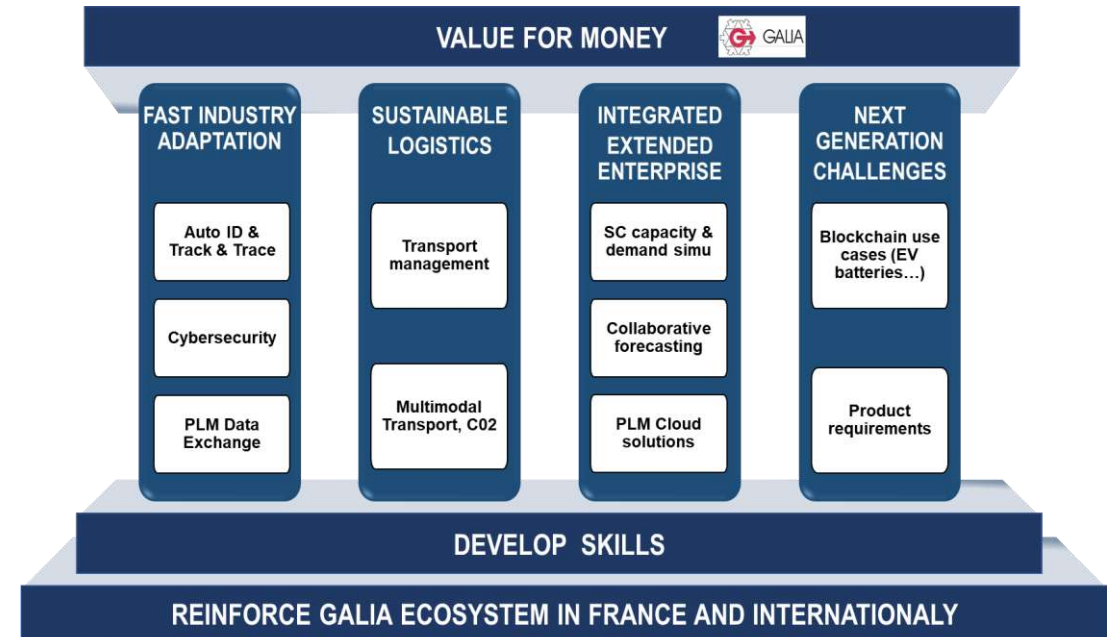
Mandatory use of e-Invoicing in 2023



GALIA

Value for Money

- for you,
- for your company,
- for the Automotive Industry



**UN RÉSEAU
UNE EXPERTISE**
au service de l'industrie automobile

Conclusion du Président

Aimé-Frédéric ROSENZWEIG

Merci de votre attention