



KNORR-BREMSE
Rail Systems Budapest



Supplier Fórum

MKIK

Magyar-Német tagozat

Attila Bolla

Budapest
23.05.2019

30
Countries

100+ Location

80
Manufacturing
facilities



RAIL VEHICLE SYSTEMS

COMMERCIAL VEHICLE SYSTEMS



Knorr-Bremse Rail Systems
Budapest
H-1238 Budapest,
Helsinki út 105.

High-speed trains
Regional & commuter trains
Metros
LRVs
Monorails

Locomotives
Passenger cars
Freight cars

- 1900+ employees (500 engineer)
- Largest within rail development and manufacturing
- One of the leading employer in Hungary 306 mio € (2018)



VEHICLE
S

BRAKING SYSTEMS

COMMERCIAL VEHICLE
SYSTEMS



RAIL SERVICES



ENGINEERING MECHANICS AND ELECTRONICS

New supplier integration process

integration

1. Std audit: QA; Environmental – sustainable company

2. RFQ

3. Classification based on audit result

A – B – C

A – starting potential

B – improvement plan & starting potential

C – NO GO

4. FAI process

5. Serial orders – quarterly forecasting process – rolling 12 months

Quality



Cost



Delivery
performance





CF

MP



Electronics &
Plastic

Non-Cut

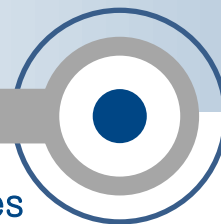
B u d a p e s t

Gray Iron casting
Aluminium casting

Machining
– Milling centers
– Turning centers

Std plastic parts
Cabel harness
connectors

Welded frames
Sheet metal parts
Springs



- Long term contractual agreement
 - RM takeover guarantee – 6 months upfront
 - FG takeover guarantee – 3 months upfront
 - KBU investments at supplier site (tools; fixtures)
 - SEPP – Supplier Early Payment Program (occasional only)
 - Quarterly business review
 - Performance measurement
 - Performance agreement
 - Above baseline 96% DP – bonus option
 - Long term sustainable MPI
 - Main KPI's:
 - Q – ppm; CoPQ – hard
 - Delivery – DP – hard
 - Supplier availability – soft (communication; say-do)



THANK YOU
FOR
YOUR ATTENTION

Attila Bolla



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