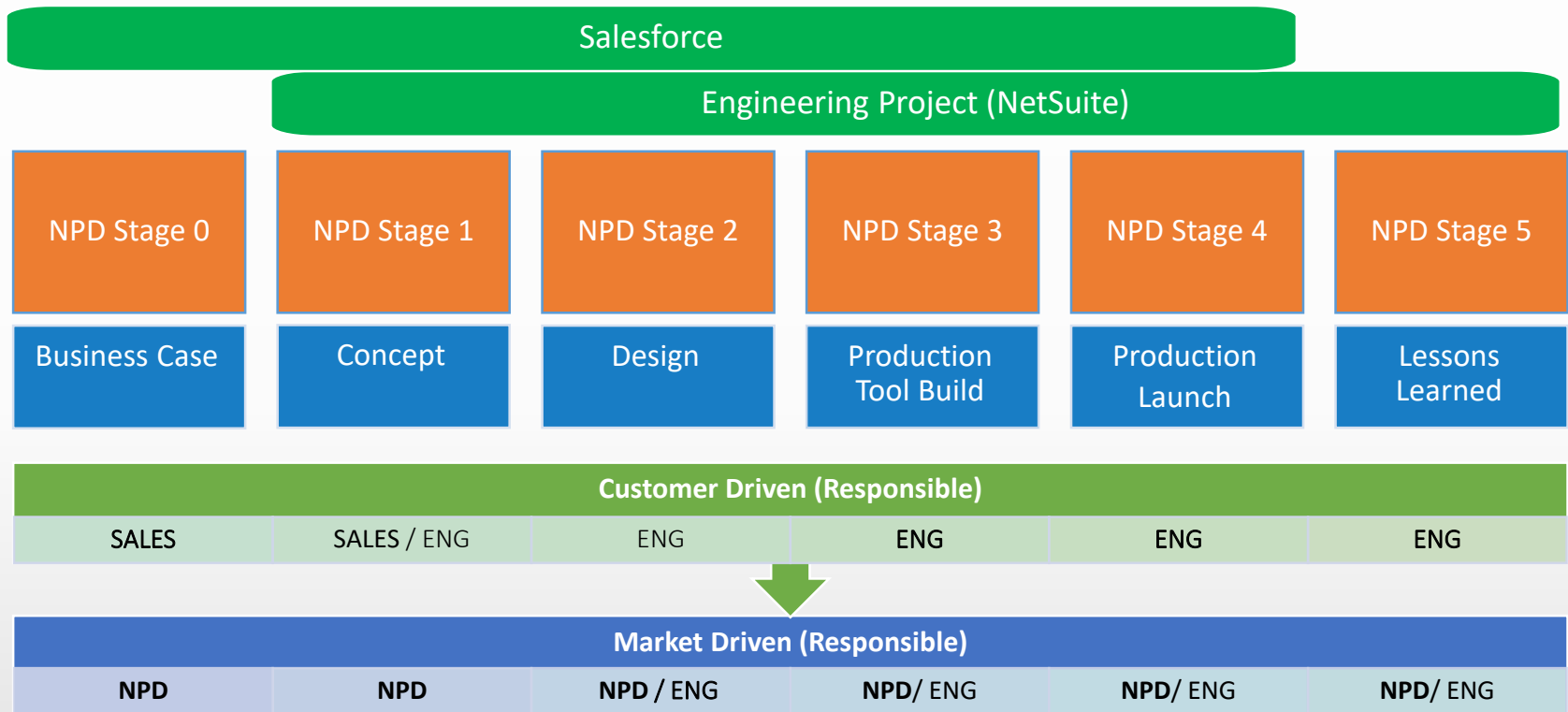




KRUGER
FAMILY INDUSTRIES

NPD Process
Updated 1/20/2023

SYSTEMS & STAGE GATES



New Product Development Process

Objectives :

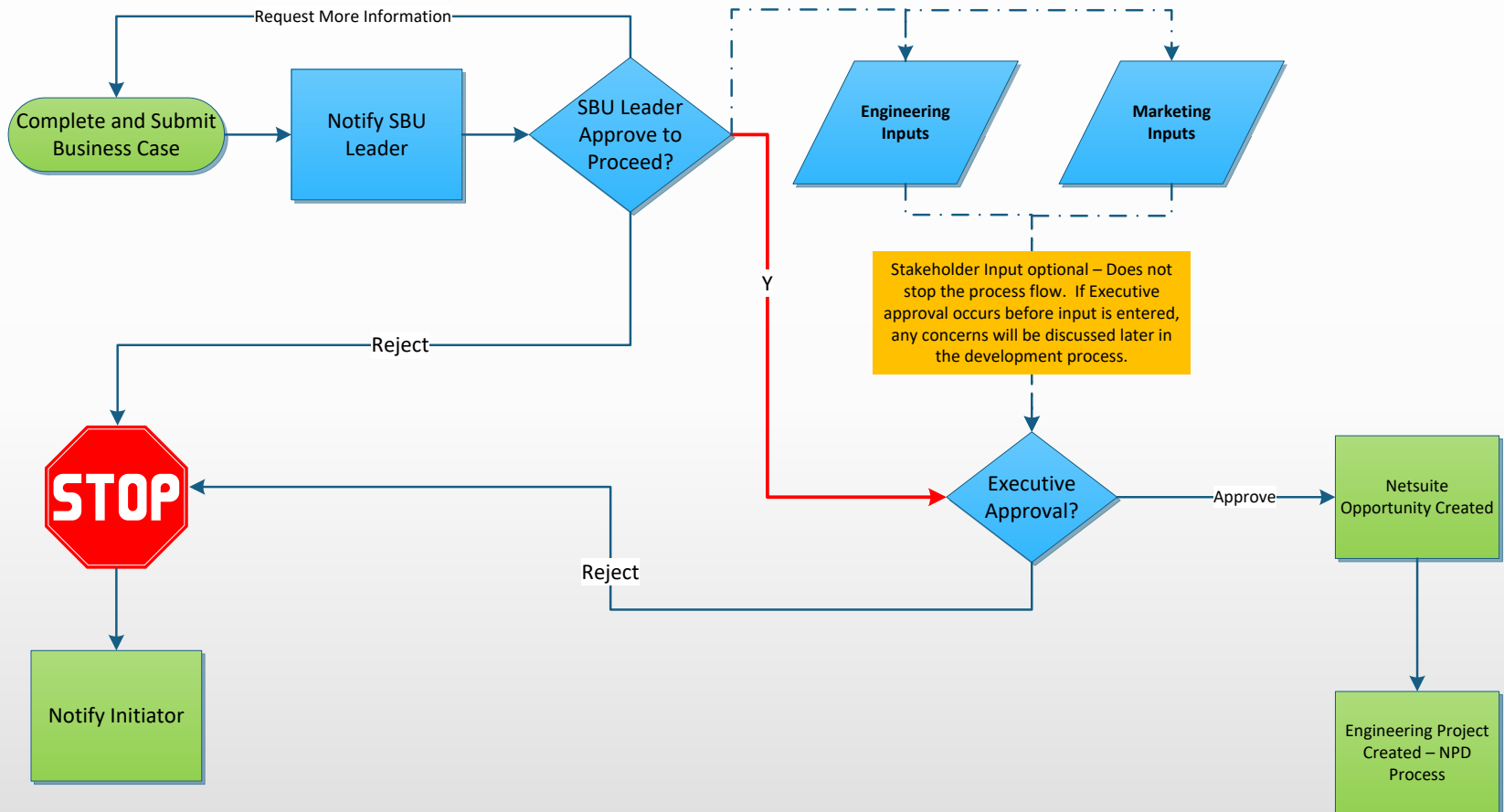
- Align KFI resources to develop, produce, promote and sell new products that “Move the Needle.”
- Implement and adopt common language to identify project stage gates among all KFI production facilities.
- Ensure resources are allocated to meet NPD deliverables.

This includes:

- KFI Market Driven Product Development
- Customer Request for Quote
 - Does not apply to Material Handling customers with TTM Sales >\$100K (i.e. General Motors Blanket Material Handling Projects)
 - Does not apply to existing tooling

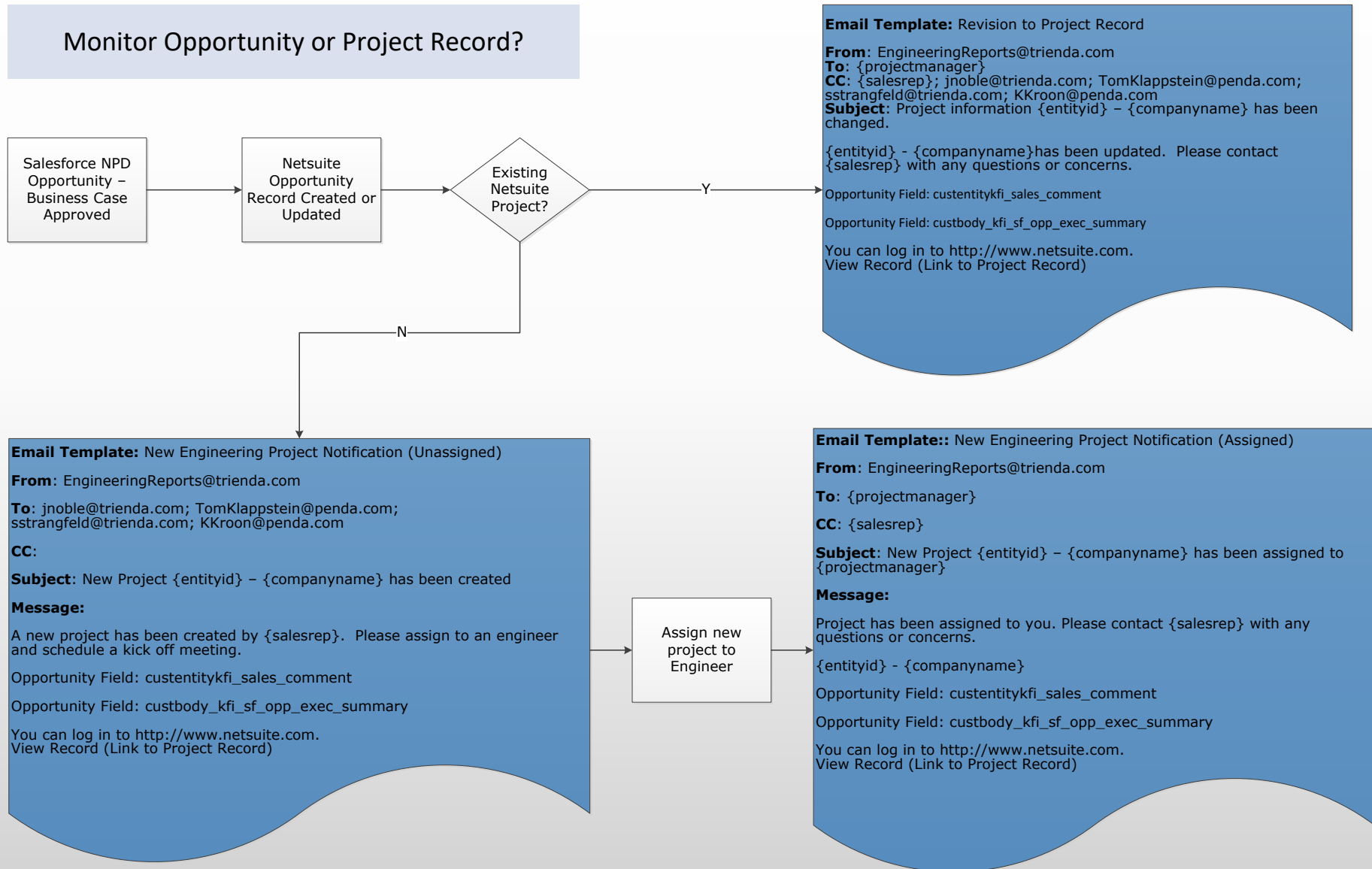


NPD Stage Gate 0 - Business Case

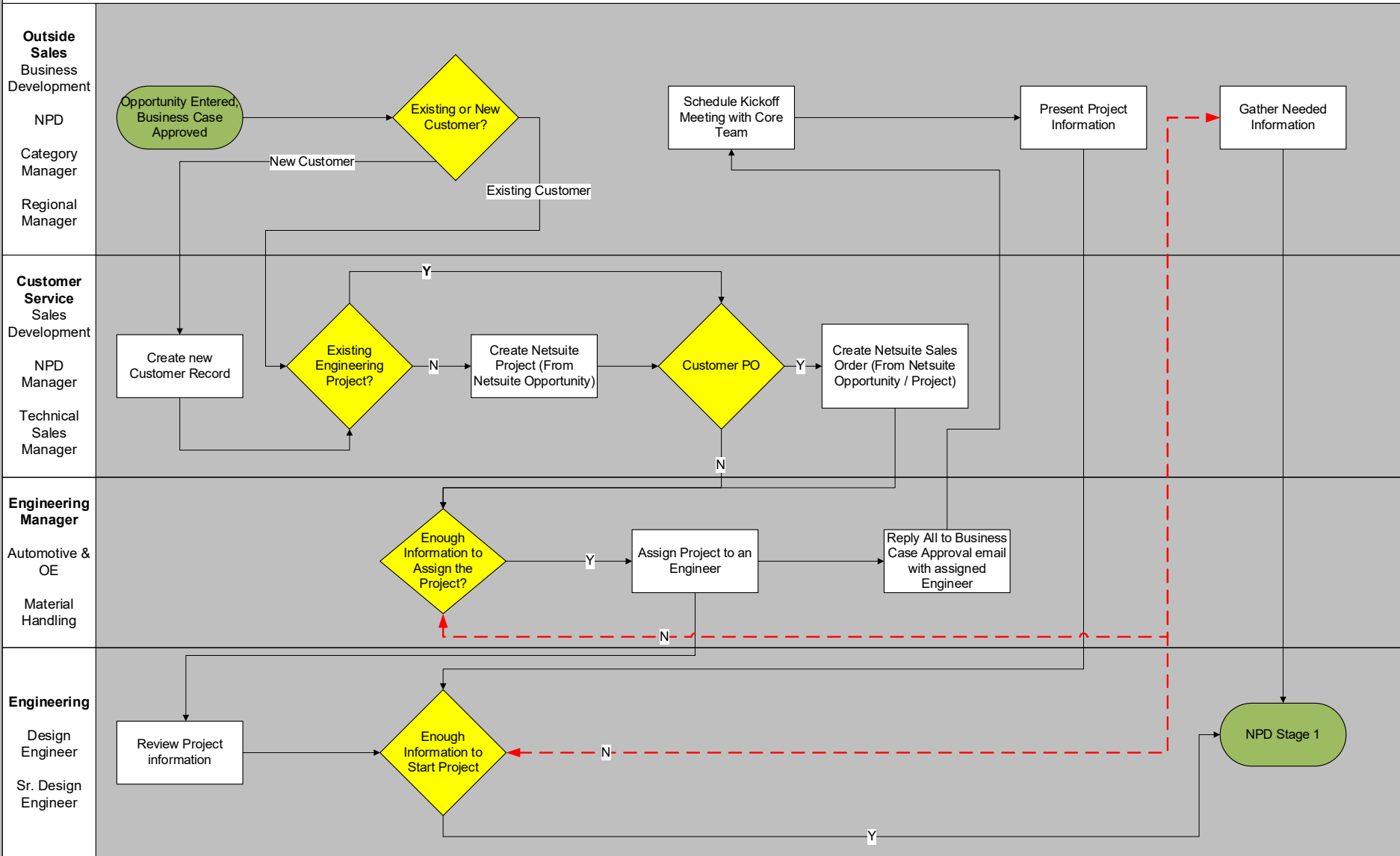


Netsuite Project Notification Workflow

Monitor Opportunity or Project Record?



NPD Project Kickoff Process (Customer Driven)



NPD Stage Gate 1 – Concept

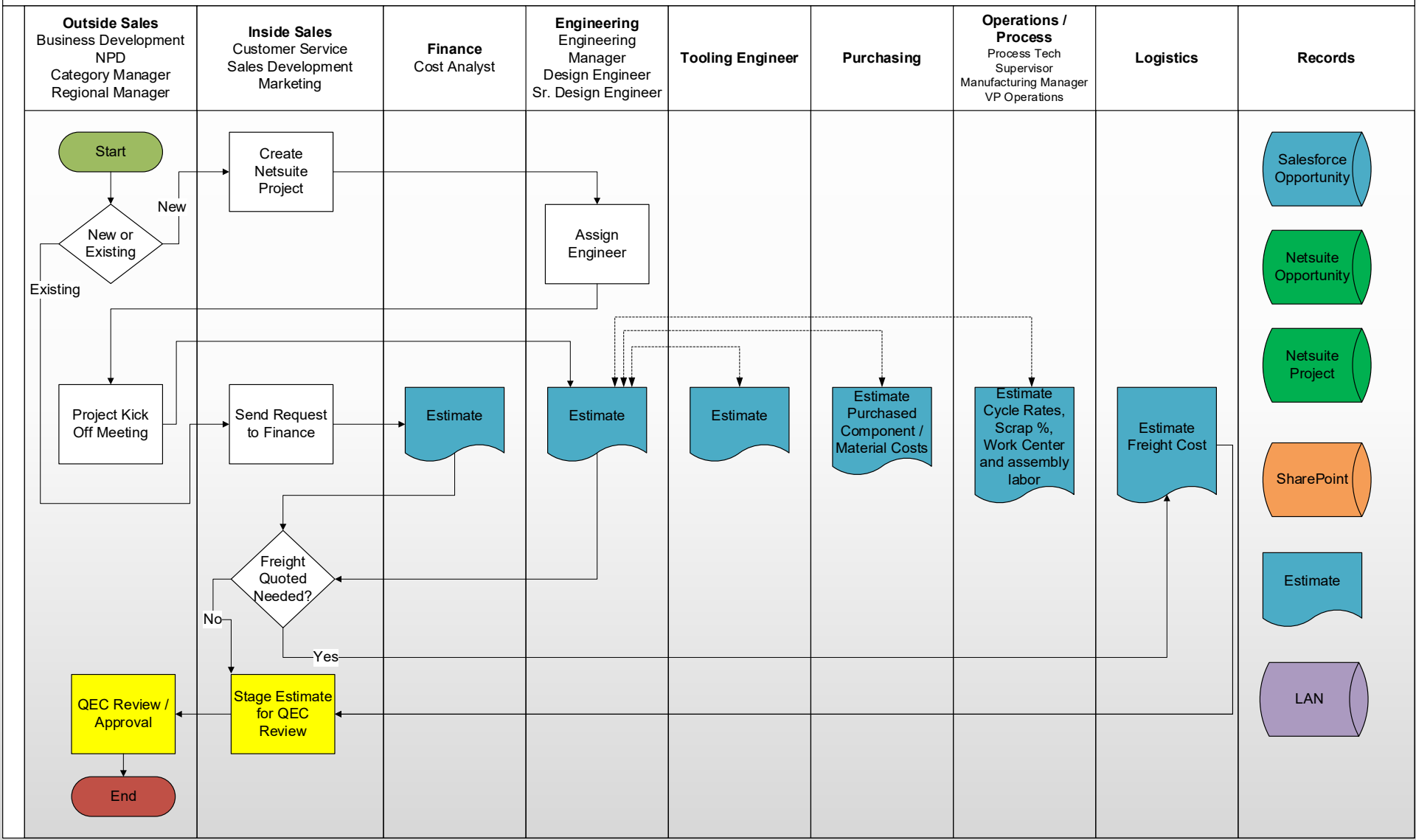
- Key Inputs

- Approved Business Case
 - Target completion date
- Kick Off Meeting
- Sales & Marketing / Customer Requirements (CRM)
- Resources Allocated and Accountable

- Key Outputs

- Concept Design (Studio 540 / Design Engineering)
- Key Stakeholder Concept Approval
- Preliminary Cost Estimate
- Identify Resources Needed to complete Design
- Executive Approval to Proceed

KFI Cost Estimate Process



NPD Stage Gate 2 – Design

- Key Inputs

- Executive Team or Customer Approval to Proceed with Design
- Customer Design Purchase Order
- Sales & Marketing / Customer Requirements (CRM)
- Design Kick Off Meeting
 - Cross Functional Team Concept Review,
 - Key Stakeholder Concept Feedback
 - Target completion date

- Key Outputs

- Product Design Freeze
- Production Tooling Estimate
- Product Cost Estimate
- Cross Functional Team Design Approval
- Executive Approval to Proceed



NPD Stage Gate 3 – Production Tooling

- Key Inputs

- Sales & Marketing / Customer Requirements (CRM)
- Cross Functional Team Support – Resources allocated
- Target completion date
- Approved Capital Appropriation Request (CAR) –OR –
- Customer Purchase Order
- Additional Key Stakeholder Requirements

- Key Outputs

- Production Tooling capable of producing to design intent
- Production Tooling capable of meeting cost estimate assumptions
- Cross Functional Team Approval
- Executive Approval to Proceed



NPD Stage Gate 4 – Production Launch

- Key Inputs
 - Sales & Marketing / Customer Requirements (CRM)
 - Netsuite Sales Order / Production Forecast
- Key Outputs
 - Key stakeholder needs are met – Internal and external
 - Executive Approval to Proceed

NPD Stage Gate 5 – Lessons Learned

- Key Inputs
 - Cross Functional Post Mortem Review
- Key Outputs
 - Document Lessons Learned

Project Tracking & updates

- Engineering will host weekly project update meetings by facility with key stakeholders.
- General updates will be shared and documented in Netsuite project comments field (example: Tooling Received [date] and is scheduled to sample on [date]).
- Under Development:
 - NPD Milestones will be assigned to each project.
 - Live links to Netsuite projects will be shared with key stakeholders.

Questions?

