

Innovative and lean construction success factors for component suppliers

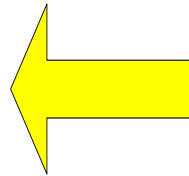


Lars Stehn, Ph.D.
Matilda Höök, M.Sc.

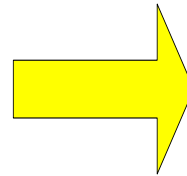




Suppliers

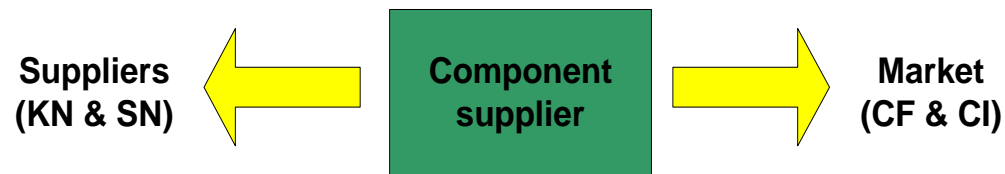
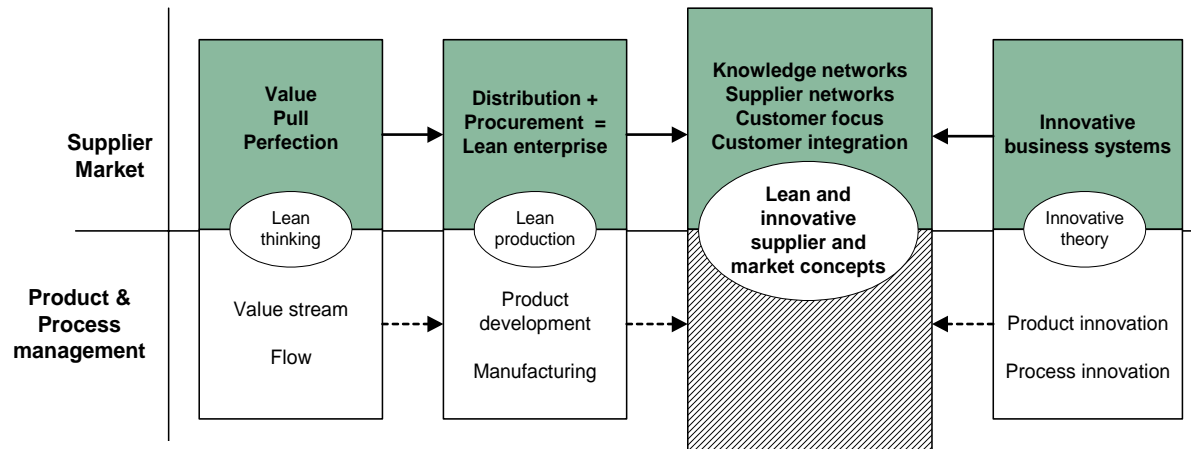


**Component
supplier**



**Market
(customer)**

Supplier and market concepts



- No use of suppliers or external knowledge
- Value adding activities
- Customer involvement

CF & CI

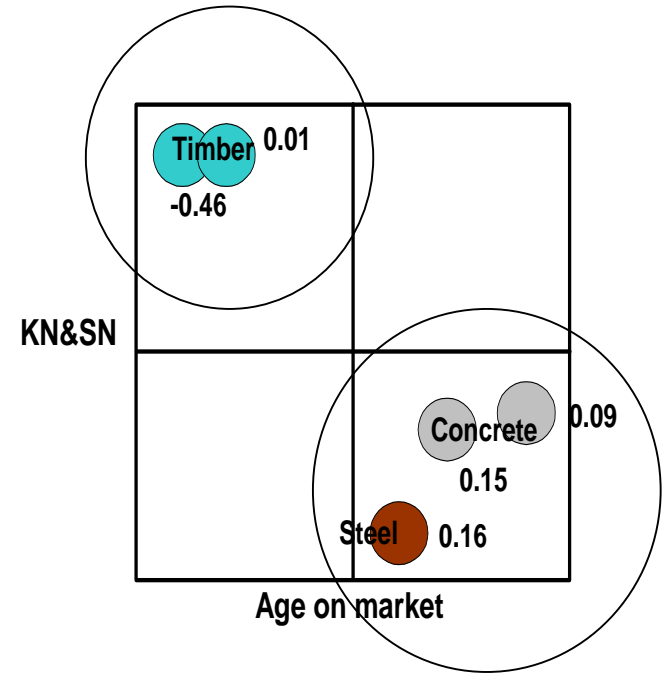
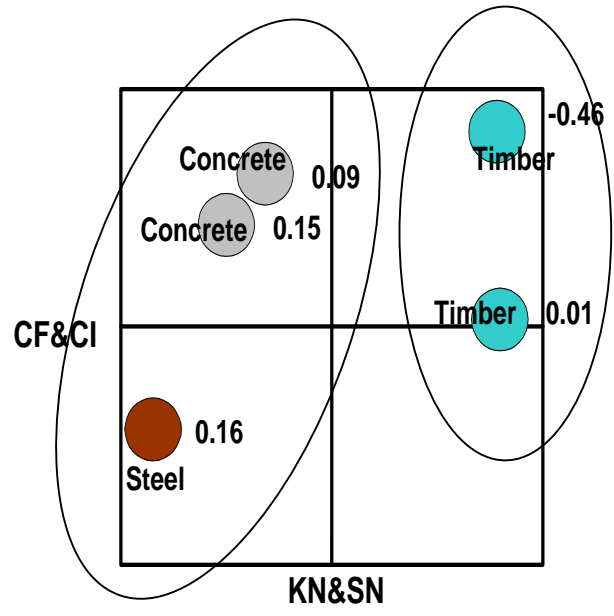
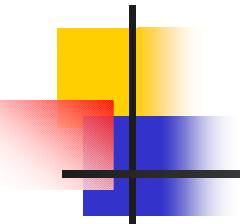
"The market enterprise"	"The lean enterprise"
"The internally enterprise"	"The supplier enterprise"

KN & SN

- No use of suppliers or external knowledge
- Focus own production and organisation

- External knowledge
- Subcomponents
- Value adding activities
- Customer involvement

- External knowledge
- Subcomponents
- Focus own production and organisation





Success Factors

- **Customer Focus**
 - *Knowledge influenced by key customers increases the value and competitiveness of key products*
- **Customer Integration**
 - *Organizational design influenced by chosen customer niche, and customer involvement in product development*
- **Knowledge Networks**
 - *Acquiring of knowledge from others, striving for knowledge building inside the organization through employees participating*
- **Supplier Networks**
 - *Utilizing of supplier networks and focusing on the final assembly of subsystems instead of focusing on the own production*