

Introduction to MCE

PACCAR Inc Purchasing Europe, DAF Trucks NV

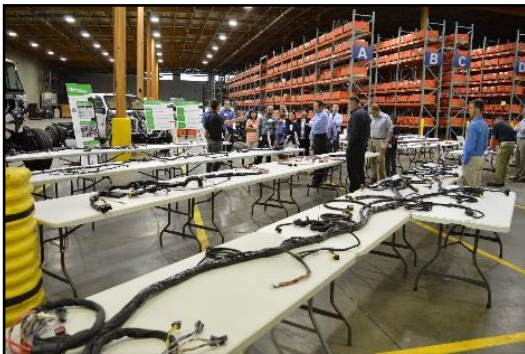
Material Cost Excellence, Benchmark & Teardown

Systematic Approach to manage Material Costs

PACCAR Methods based on McKinsey Toolkit and supported by A2MAC1 Benchmark Database

PACCAR Global Benchmarking Centers

Renton (WA) - US
Benchmark Center



Leyland - UK
Workshop Area



Eindhoven - NL
Benchmark Center



Shanghai - CN
Workshop Area



Denton (TX) - US
Workshop Area



Punta Grossa – Brasil
Workshop Area



Pune - IN
Workshop Area



Benchmark & Teardown Events



Expectations and Outcomes from you as Participants



Expectations

- Take **ownership** of Field and Forum
- Be Open and Receptive
- Generate meaningful **Results**
- **Share** with Managers and BoM members
- Become **Leaders for change**



Outcomes

- Deeper Understanding of **Cost Structures**
- Supply Market **Insights**
- **Should Costs** for MY24 and specific CMPs
- **Enhance** our Products and Market Position
- **Ambassador of MCE**