

PROGRAM TRANSFER & REQUALIFICATION · MAJOR APPLIANCE OEM

Anyone can inherit the equipment. Very few suppliers will inherit the responsibility.

A major appliance OEM's incumbent exited three UL product lines. RELY took over the tooling and rebuilt the manufacturing system underneath it.

The hard part was never running the equipment. It was proving that someone else's tooling, suppliers and manufacturing history could be **requalified through full PPAP under RELY's name.**



WASHER LID SWITCH ASSEMBLY LINE

RELY ASSEMBLY FLOOR

METRIC 01

3

LEGACY PRODUCT LINES
TRANSFERRED FROM THE
INCUMBENT SUPPLIER

METRIC 02

10

UL PART NUMBERS,
REQUALIFIED AND PPAP
APPROVED

METRIC 03

85

RAW-MATERIAL &
COMPONENT SKUS
PLANNED AND STOCKED

METRIC 04

20

OF THOSE SKUS REQUIRE
MULTI-SUPPLIER ROUTING
BEFORE REACHING RELY

The tooling transferred in a truck. The **manufacturing system** had to be rebuilt.

An incumbent's exit looks like a clean handoff: dies, anvils, testers, and BOMs, boxed up and shipped. What doesn't fit in that truck is the responsibility - **years of undocumented tribal knowledge, with none of the people who built it.**

The customer didn't need another place to run the tooling.
They needed a supplier willing to own everything around it.

WHAT RELY ACTUALLY OWNED Not just the transferred equipment.

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|-----------|--------------------------------|-----------|--------------------------------------|-----------|-----------------------------------|
| 01 | TOOLING REQUALIFICATION | 02 | SUPPLIER & BOM CONTINUITY | 03 | FULL PPAP, START TO FINISH |
| 04 | BOM COMPLEXITY MAPPING | 05 | TOOLING RESILIENCE | 06 | WEEKLY PRODUCTION CADENCE |

FIRST PRODUCTION ORDER

THE FIRST ORDER EXPOSED WHAT THE TRANSFER DIDN'T.

■ INCIDENT 01 · OBSOLETE RESIN

SPECIFIED RESIN: **OBSOLETE** SUPPLIER INVENTORY: **ZERO**

RELY went directly to the resin manufacturer.

The specified resin was obsolete and the molding supplier had none left. RELY identified two replacements meeting the full UL specification and **purchased the material** to keep the program moving. Both materials became PPAP-approved primary and secondary options.

| **OBSOLETE MATERIAL → UL-SPEC REPLACEMENTS**

■ INCIDENT 02 · FAILED CUSTOM ANVIL



INHERITED CUSTOM ANVIL
FAILED ON FIRST PRODUCTION ORDER

- The already-overdue first order began, and the **inherited custom anvil failed**.
- Spare tooling included anvils with broken tips, and others built for different rivets.

The spare-parts box told part of the program's history
the transfer documentation didn't.

Broken spare anvils suggested this wasn't the program's first tooling failure.

WHAT OWNERSHIP LOOKED LIKE

Friday 11 AM to Monday shipment – the recovery, hour by hour.

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|--|---|--|--|--|
| FRI 11 AM | FRI PM | FRI 10:23 PM | MON AM | MON PM |
| Damaged tooling arrives back at RELY. Recovery begins. | Customer flags a shortage one week out. RELY gets an outside machine shop to reopen after hours. | Bridge fix produces the first good parts. | Bridge solution fails. Team immediately develops a second fix. | 400 parts finished and shipped that same day. |

AFTER SHIPMENT · PERMANENT CORRECTIVE ACTION **Three replacement anvils ordered.**

"Thank you for the extra effort from your team ... **working after hours to help us avoid a production impact.**"

SUPPLIER OPERATIONS SR. MANAGER · MAJOR APPLIANCE OEM

HAVE A LEGACY PROGRAM NOBODY WANTS TO INHERIT?

SEND US ONE PART + THE PRINT.

WE'LL MAP THE TRANSFER BEFORE YOU COMMIT.

We'll map what it would take to transfer, requalify, and launch it under full PPAP - including inherited gaps, risks, supplier dependencies, and information we'd need to recover.

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