

## WE BUILD MACHINES Helping You Produce the Goods

Smarter. Faster. Safer



## JENDAMARK GROUP

### **GROUP STRUCTURE**

JENDAMARK









Port Elizabeth, South Africa

Technology Center Port Elizabeth, South Africa Pune, India

### About Jendamark

## We have built 3000+ automotive assembly systems

Est. 1989 | 800 employees | 100+ Global Customers | Solutions delivered to 35+ Countries 4 global offices: South Africa (HQ) | India | Germany | USA 2 Service & Support Partners: China | Mexico 3 Divisions: Automation | Digital Manufacturing | Digital Education

Turnkey Assembly lines
Design | Manufacture | Commission | Install

Powertrain, EV, Catalytic Converter, Auto Components



DIGITAL MANUFACTURING

Digital solutions to enhance human efficiency and performance.



DIGITAL EDUCATION ODIN EDUCATION

The digital education system for all schools, rich and poor.



#### **Our Global Customers** ŠKODA rexroth TATA ٢ BOEING ELECTRA EV $\mathbf{B}$ Hero Mahindra A Bosch Company ASHOK LEYLAND BENTLEY SHARDA BORBET PUREM BEITTELER 🕅 TENNECO faurecia SMITHS





# TURNKEY AUTOMOTIVE COMPONENT ASSEMBLY LINES

## **CUSTOMER JOURNEY**

Jendamark Automation continues to drive forward-thinking assembly lines with a focus on costeffectiveness, quality, sustainability and efficiency.

From first contact to after-sales support, our team ensures customers get the specialised machines and service they need.



Our Story of becoming The African Technology Company of the year 2022



TECHNOLOGY COMPANY OF THE YEAR

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## MANUAL TO FULL AUTOMATED



FULL AUTOMATED

Jendamark strives to develop the right fit for your market, offering a range of manual, semiautomated and fully automated solutions to ensure unmatched precision and repeatability.

We have delivered on every level of complexity – from a fully manual engine assembly line in India to a lights-out catalytic converter assembly line in Germany.

### MANUAL



SEMI-AUTOMATED 🕨



Your One-Stop Shop for Turnkey Assembly Solutions

## **TURNKEY** ASSEMBLY LINES

Jendamark Automation is advancing innovative assembly lines, emphasizing cost-effectiveness, quality, sustainability, and efficiency.

From the first contact to after-sales support, our team ensures that customers receive the specialized machines and services they need.





Our Story of becoming The African Technology Company of the year 2022





## **ICE VEHICLE COMPONENTS**



Jendamark specializes in vehicle component assembly lines. Each specialised machine and automotive component assembly system is designed and built to meet specific customer requirements, emphasizing cost-effectiveness, quality, efficiency, and sustainability. *Our Expertise ranges from: Powertrain, Catalytic Converter and General Assembly* 

Powertrain Catalytic Converter Engine Catalytic converter (Canning) **General Component Assembly** Front and Rear Axle Catalytic converter Radiator & Glass and Box (Assembly) HVAC Front End **Component Gluing** Cockpit Seat Differential

## **ELECTRIC VEHICLE COMPONENTS**

Based on 30+ EV component assembly lines, Jendamark is developing a generic set of building blocks for all EV customers. These building blocks will ensure our customers remain flexible and agile in this changing EV market.

*Our Expertise range from: Battery Packs & Modules, Gearboxes, Motor Rotors, Inverters, Electronic Control Units (ECUs), Microcontroller Units (MCUs) & E-Axle Assemblies* 







# "LEGO BLOCKS" FOR ASSEMBLY LINES



### CUSTOMERS REQUIRE STANDARD BUT FLEXIBLE ASSEMBLY LINES Let's make your customised "LEGO" blocks.

We recognize that selecting a supplier for an assembly line can be daunting. While many machine builders are capable of producing high-quality machines. However, a long-term view is not considered because projects are once-offs. Additionally, the knowledge and experience gained from previous projects are often overlooked in subsequent ones. To address this issue, we adopt our **building blocks methodology** that has helped our clients save resources, mitigate risks, and, most importantly, avoid the stress and anxiety that can arise during various project phases.

In these developments, we consider the customer's immediate and long-term goals with insight from their teams to build the most modular and flexible machines that can be configured and reconfigured to meet the different global production demands.



*"The first project we develop the standard machines, thereafter we fix the base design and base pricing. We save significant time, effort and money"* 

*Global Tier 1 Global Planning Manager* 

### ONCE WE HAVE BUILDING BLOCKS



*Focus can now be on optimising essential line-specific requirements such as layout, cycle time, floorspace and headcount.* 

Our Building Blocks Methodology involves creating customised "LEGO" blocks for our clients. We develop our first assembly lines to standardise critical machines and processes. This approach enables our clients' experts and Jendamark experts to work together toward a shared goal of achieving long-term standardisation. Avoiding "short-term" thinking prevents technical and commercial decisions that cost more in the long run. By focusing on the long term, we can establish a set of machines and processes that serve as the standard building blocks for all future assembly lines. Once the building blocks have been established, they can be used to design the assembly line knowing that the critical machines and processes are fixed. The focus can now be optimising essential line-specific requirements such as cycle time, floorspace and headcount.



### BY STANDARDISING MACHINES, WE CAN ACHIEVE THE FOLLOWING:



**Reduced design time** – A standard machine will require minimum design resulting in a reduced cost and quicker release time. Machines can be configured into various levels of automation.

More time - Available to optimise layouts, ergonomics and logistics planning results in long-term savings that would otherwise go unidentified

**Increased machine reliability** – Machines will be tried and tested. Improvements can be made in a controlled manner where the risk of changes is understood and managed.

**Reduced operator and technician learning curve** – Customers, once familiar with the standard machine, will not have to relearn a new machine for each new project **Decreased installation & faster ramp-up time** – Due to familiarity, machines will be installed and commissioned faster.

Built up a stock of machines – It will be possible to build up a store of standard machines to supply our customer with a machine within weeks of requesting it.

Process Standardisation – Process experts from HQ can manage, implement and deploy standardised assembly processes globally from a central planning team.



## **TURNKEY** ASSEMBLY LINES

### BATTERY CELL SORTING AND PACK ASSEMBLY

6000 cells per hour sorting and module assembly machine

Multi-Variant Cylindrical Battery Pack Line

Overview





<u>(video link)</u>

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## AUTOMATION SOLUTIONS HIGH VOLUME DIFFERENTIAL ASSEMBLY LINE







Time-lapse over 8 months during line commissioning

(video link)

We visited a customer to see if our solutions effectively address their challanges

How ODIN Workstation helps improve training and 5s

(video link)





## Jendamark Transport systems Axle assembly line example with AGV's



# DIGITAL TECHNOLOGY THAT IMPROVES HUMAN PERFORMANCE



## AFTER BUILDING OVER 3000+ ASSEMBLY SYSTEMS



## WE RECOGNISED THE NEED FOR A COST-EFFECTIVE, EFFICIENT SOLUTIONS TO DIGITISE YOUR SHOP FLOOR



The African Technology Innovation of the year 2023

WINNER 2023

TECHNOLOGY INNOVATION OF THE YEAR

## THREE PRODUCT FAMILIES







A digital backbone on which you can build your discrete manufacturing assembly line.

AI-Enabled Worker Guidance and Data-driven MES



Digital End of Line Quality Assurance



Live Task and Production Management to better connect your shop floor to top floor.

Making your operations, smarter.





An immersive experience to identify and avoid ergonomic, safety and sizing problems on your production line before it comes to life on your assembly floor.

A Virtual Reality Environment to Optimise Your Training



#### Features:

- Virtual Reality Equipment Training
- 3D Machine Design
- Customised Content Development
- Local Line Planning
- Voice Guided Training
- Learning Management System

## THREE PRODUCT FAMILIES





## **ERROR-PROOF** YOUR ASSEMBLY LINE



JENDAN

Assembly Line OPERATION SYSTEM



## **Reference Sites**

70+ Production 17 Global customers

### PRODUCT

Data from over 5 million automotive products manufactured

### PEOPLE

Data from 750 operators and 45 process engineers using ODIN Workstation

### MACHINE

Managed and collected data collected from over 10 000 devices (7 000 sensors, 350 electronic bolting tools, 100 electronic presses)









## **Customers using ODIN Manufacturing apps**

















## **The Assembly Line Realities – Key Challenges**

- High Training Costs & Operator Errors
  - Constant retraining required due to high operator turnover.
  - Errors in manual processes leading to rework and waste.
- Inflexible Assembly Lines
  - Difficulty adapting to product variations and customizations.
  - Inefficiencies in multi-variant and Just-In-Sequence production.
- Poor Process Visibility & Lack of Traceability
  - Limited real-time insights into assembly line performance.
  - Challenges in meeting compliance and audit requirements.
- Quality Control & Defects
  - Inconsistent quality due to human error and lack of standardization.
  - The increased cost of poor quality and recall risks.
  - Poor management of the process failures and deviation
- Disconnected Systems & Data Silos
  - Lack of integration between machines, ERP systems, and human operators.
  - Inability to leverage real-time data for continuous improvement.
- Inefficient Operator Engagement & Productivity
  - Difficulty in tracking and optimizing operator performance.
  - Low engagement due to lack of intuitive digital tools.
- Production management is reactive and not proactive
  - The general mindset is to spend time and effort on understanding what has happened in the past rather than preventing issues in the future
  - Limited data and algorithms that help production management make better decisions to prevent problems





JIT/JIS **MULTI-PRODUCT** Assembly

Integrated **REWORK** & Teardown

## Product & Process **GENEALOGY** Reporting

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Assembly line **OPERATING SYSTEM** 

## Deep HARDWARE





## AI VIRTUAL Devices



No Code PROCESS Setup

5S Checklist Out of Process SCHEDULED Tasks

**DDIN** WORKSTATION



Smart Analytics for DATA-DRIVEN decisions



### **System Overview**

## WORKSTATION





A digital backbone on which you can build your discrete manufacturing assembly line

ODIN Workstation is a digital infrastructure solution that increases efficiencies on your production line. Its core features are enhanced operator guidance, guality assurance, direct device integration and production planning.

Manage your assembly process and improve efficiency by empowering your operators, process engineers and line managers.

Designed specifically for SMMEs, enabling customers to start with a single station and to scale to enterprise size.



## Summary Of Key Benefits & Features

AI Enabled Smart Worker Guidance

Increased quality, production output and flexibility Reduced training time & cost, ramp up time and cost of scrap

Direct Hardware Integration – "Bring your machine."

Combine the best-in-class machines from multiple vendors to build your ideal assembly line. This enables flexible assembly lines to build multiple products on the same assembly line. Improves competitiveness by increasing flexibility in Additional revenue streams. Batch size 1

**Built-in Quality Assurance & Traceability** 

click

click

Increased quality and first-time-through (FTT). Reduced cost of rework & scrap. Including route planning and exception management.

#### No-code Line Planning And Configuration

click

Increased assembly line flexibility Simplified setup and hardware configuration. Reduces time & cost. Centralized data management of BOM and Bill of process

#### Individualised performance reporting



Individualised performance reporting to operators, technicians, engineers and Plant managers

### AI Ready & Analytics Platform



Reduced time to access production data ensuring. Designed with a data pipeline that enables AI/ML to improve production efficiencies



## SUMMARY



PRODUCTS		CAPABILITIES & FEATURES	CUSTOMER BENEFITS	KPIs		
Stand-alone	Workstation	Animated operator guidance	<ul> <li>Enable unskilled operator and shorten training period</li> <li>Reduced defects (through pre-defined sequences)</li> </ul>	<b>TIME</b> • Cycle time • Down-time		
		<ul> <li>Multi-variant and -product production (e.g., different products in different shifts)</li> </ul>	<ul> <li>Improved overall flexibility to changing environments</li> <li>Extended product life cycle and increased utilisation</li> </ul>	<ul> <li>Training time</li> <li>Utilisation</li> <li>Commissioning</li> </ul>		
		<ul> <li>No-code line configurations (line planning)</li> <li>Access control (e.g. individual features for different roles)</li> </ul>	<ul> <li>Improved ease of use and simplified set-up of machine</li> </ul>	<ul> <li>duration</li> <li>Product lifecycle span</li> <li>QUALITY</li> <li>First-pass yield</li> <li>Scrap ratio</li> <li>Operator mistakes</li> <li>Number of recalls</li> </ul>		
		<ul> <li>Integration capabilities: ERP (e.g., via data connectors) and machine (e.g., production equipment via PLCs)</li> </ul>	<ul> <li>Enhanced control of process</li> <li>Scalable solution (e.g., integration of new hardware)</li> </ul>			
		<ul> <li>Quality control (e.g., validation of components: BOM)</li> <li>Product traceability (e.g., barcode/batch scanning)</li> </ul>	<ul> <li>Increased quality standards (e.g., customer requirements)</li> <li>Improved audit process (e.g., traceability report)</li> </ul>	<ul> <li>COST</li> <li>Cost of training</li> <li>Capex</li> <li>Cost of poor quality</li> </ul>		
		Availability of process engineer support	<ul> <li>Accelerated commissioning and set-up of workstation</li> </ul>			
Add-on	Phantom	<ul> <li>AI Vision system for process tracking</li> <li>Visualisation of digital buttons</li> </ul>	<ul> <li>Reduced cost (e.g., fewer physical buttons) and training cost</li> <li>Minimised risk of defects (e.g., wrong orientation of part)</li> </ul>			
	Ensure	<ul> <li>Traceability and security for QA process</li> <li>Detailed quality and compliance reports</li> </ul>	<ul> <li>Improved audit and compliance process</li> <li>Increased quality and reduced risk of recalls</li> </ul>			
	Insights	Comprehensive production reporting     (multiple sources)	<ul> <li>Accelerated root cause analysis and minimised down- time</li> <li>Enhanced transparency (for all levels)</li> </ul>			

## "Beware of little expenses; a small leak will sink a great ship." — Benjamin Franklin

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## "Beware of little expenses; a small leak will sink a great ship." — Benjamin Franklin







# SMALL TASKS, BIG IMPACT — MANAGED DIGITALLY.

Many operations **struggle to plan and execute** critical tasks, such as:

Preventative maintenance, Safety audits, Quality inspections and Unplanned events, e.g. Breakdowns and Safety incidents

**ODIN Checkpoint** ensures teams plan, communicate, and execute these and other critical tasks efficiently, keeping operations safe, timely, and profitable





### 7 COMMON CHALLENGES IN MAINTENANCE, QUALITY AND SAFETY MANAGEMENT

Inconsistent execution of tasks

Lack of accountability

Difficulty in tracking and verifying the status of critical tasks.

Overreliance on manual paper-based processes

Ineffective management of unplanned incidents – breakdowns, quality or safety

. .

Lack of skills and/or documentation to adequately perform tasks

No visibility across the organisation on the live status task compliance

ARE THESE CHALLENGES AFFECTING YOUR OPERATIONS?

## YOUR ALL-IN-ONE GET IT DONE PLATFORM

#### Task Management App

#### Documentation

Faster Access to critical documentation via QR code scan

#### Dashboards and Notifications

Effective dashboarding, reporting, notifications and WhatsApp integration

#### Rapid records

Faster recording of ad hoc production measurements for more effective root cause analysis

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Vibration

**Condition Monitoring** 

## 

## **MODERN & SCALABLE ARCHITECTURE**

Start with a single asset and scale as you need

**ADOPTION START SMALL SCALE PROVE VALUE** Task App 🕱 📲 👒 n. il 72% i ODDIN Filters + February 2024 Alert 0 Scheduled Tasks 3 Cloud Laser Calibration Cooling Test A Due: 27 Feb 24 Pendin hrinker Daily Service Technicia @CAT Toolin DIN AVFN **Planning and Reporting Vibration Condition** Web App Monitoring

**ODIN Checkpoint** provides a simple, cost-effective way to start your **DIGITAL & PEOPLE** transformation journey

## **KNOW THE HEALTH AND PERFORMANCE OF YOUR ASSETS**



## Smart vibration sensor with ML





*Live utilisation of equipment and cycle count.* 

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Anomaly detection through vibration monitoring.

Non-Invasive data capturing.

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Quick and easy set up

## NON-INVASIVE MACHINE CYCLE COUNTING FROM VIBRATION DATA

### Digitising a 45-year-old stamping press



### **Before**

Traditional method of recoding hourly production output

## After

Vibration Sensor autonomously counts the number of cycles

> **DDIN** RAVEN





85 714

## ASSET HEALTH AND UTILIZATION FROM VIBRATION DATA



## **Customers**





# A *SMARTER* WAY TO LEARN







ODIN VR is your company metaverse that hosts all your VR, AR and 360 video content. Individual training schedules and results are logged and presented to participants and training departments. Global organisations can centralise their VR training management, while plants can view training registers and compliance results.

Test drive your assembly line virtually before building to optimise the design!



## Key Benefits & Features

### Train anywhere worldwide

Global training can be facilitated from a central company metaverse.

#### Gamification

Create a fun and engaging training experience. Users receive training scores and can adjust the level of difficulty, use scenarios and set different goals to achieve.

#### Risk-free training

By training in a 3D virtual space while activating muscle memory, training becomes more effective. It is also the safest choice, eliminating real-world risks to the operator, facility, and product.

#### Simplify complex training

Any sequence can be replicated in the virtual space. Even the most complex assembly sequence can be broken down and learnt far more effectively, in a risk-free setting.

### Content unique to you

VR, AR and 360 video content can be created to suit your individual needs.

### <u>Click here to see more</u>

**ODIN VR** allows you to have one central **cloud based** platform (LMS) where you can access your VR training content, at your physical VR station setup, from **anywhere** in the world.



# A *SMARTER* WAY TO EDUCATE







# connecting every child to a **BRIGHTER FUTURE**



### The challenge is to have an effective EDTECH system; many products at multiple layers need to be integrated into ONE system – THIS IS HARD





## **ONE OMANG**





Monthly Asset Utilization

Daily Engagement Rates

Avg Daily Learning Time

>95%

>65%

90 min

## FEATURES OF THE OMANG DEVICE

Dedicated educational device No social media or other distractions

Pre-connected with Data WiFi-enabled plus 2GB preloaded monthly data

Switch on and play No setup required. Fully pre-configured per learner

> Personalised content Preconfigured and preloaded according to registered subjects

Live classroom streaming In-built remote classroom streaming facility. All lessons recorded and available post lesson.



### Limitless online resources

Access to the world's best educational websites, e-learning apps etc.

### Data-driven personalisation

System learns user interests to personalise more content

### Fun features

Surveys, quizzes and rewards feature to incentivise learning

### Communication

Teacher-led chat forums, user pop-up notifications and full screen Positive Social Messaging feature.

### Remote support

'Private Banker' level support for every learner. Fully configurable remotely.



# ECOSYSTEM

We continuously integrate learners, teachers, mentors, companies and the latest online education platforms.



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