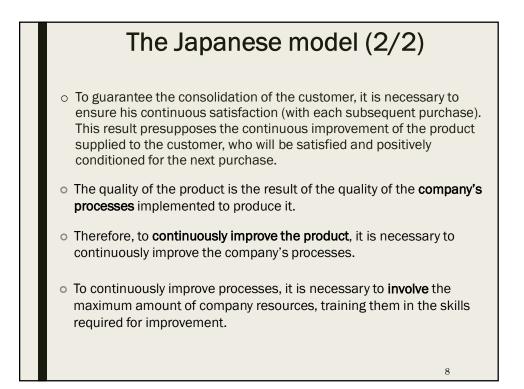


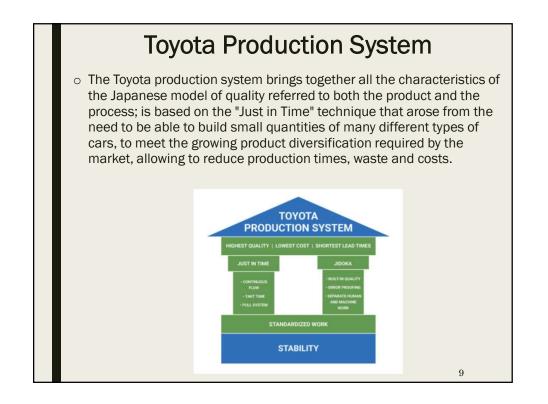
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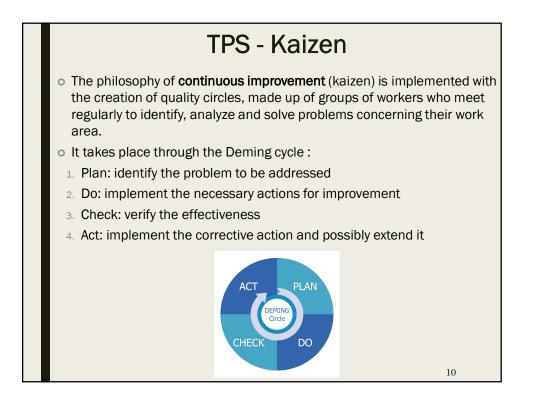
The Japanese model (1/2) The absolute priority of the company, that is the essential condition to ensure its survival, is the customer, without whom the company cannot exist. The most important customer is the consolidated customer, that is, the customer who buys back from our company. A turnover achieved with established customers is much safer (for survival) than that achieved with occasional customer satisfaction thus becomes the real operational priority of the company. Customer satisfaction is achieved by providing him with a high-quality product; the quality of what he has already purchased is the factor that

will most affect him at the time of his next purchase.



4



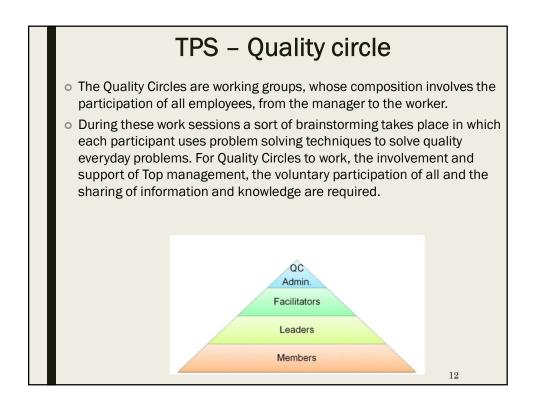


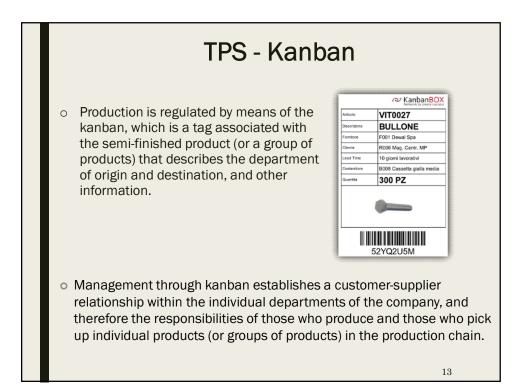
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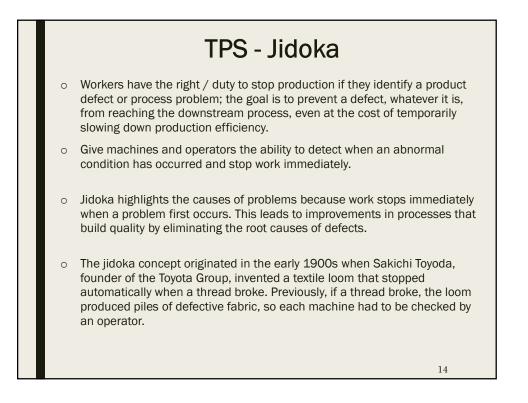
UNI EN ISO 9001

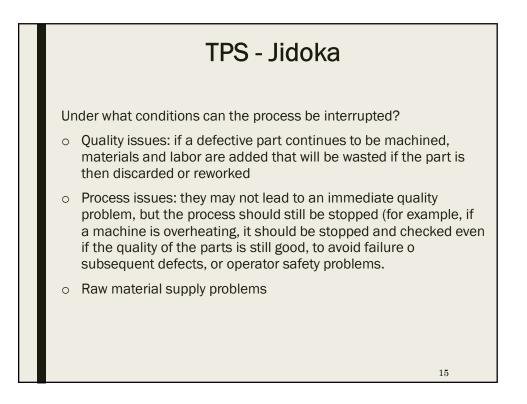
ISO 9001:2015 standard must be read and interpreted on the basis of eight principles of quality management

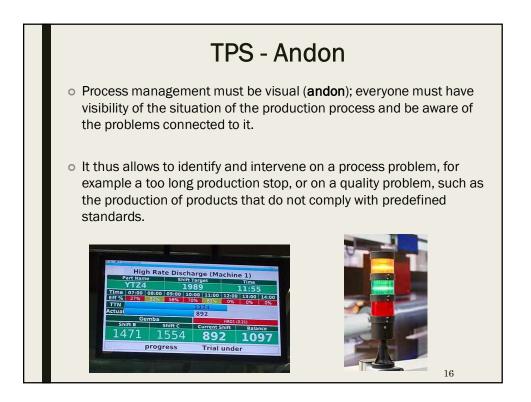
- ✓ Customer oriented organization
- ✓ Leadership
- ✓ Involvement of people
- ✓ Process approach
- ✓ Systemic approach to management
- ✓ Continuous improvement
- ✓ Decisions based on facts
- ✓ Mutually beneficial relationship with suppliers

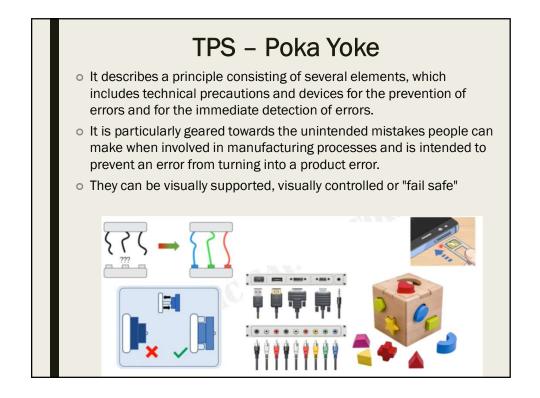


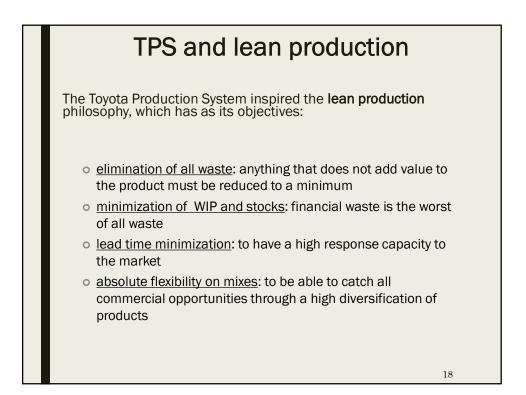


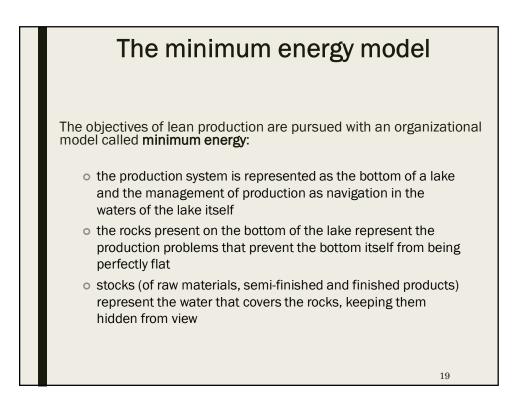


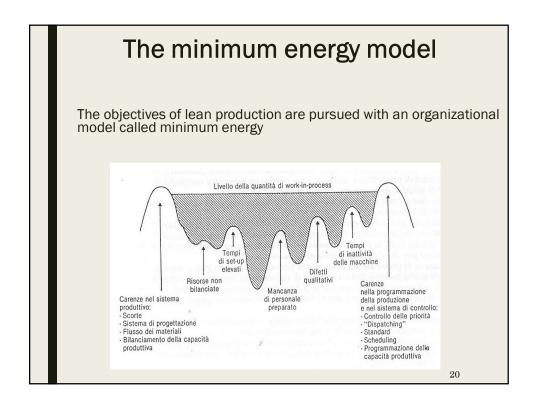


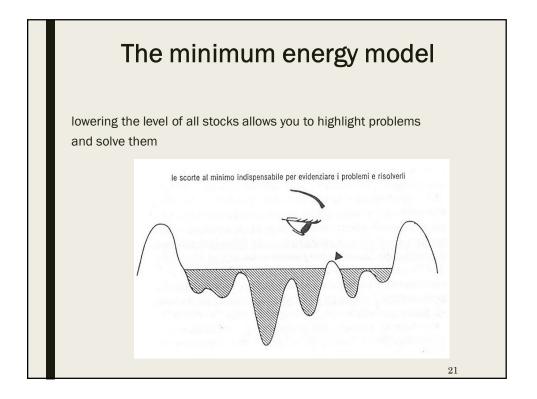




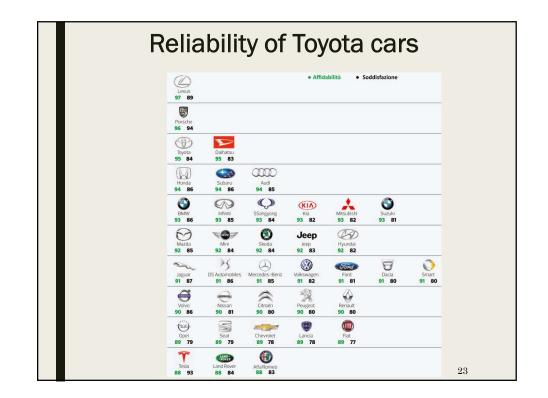


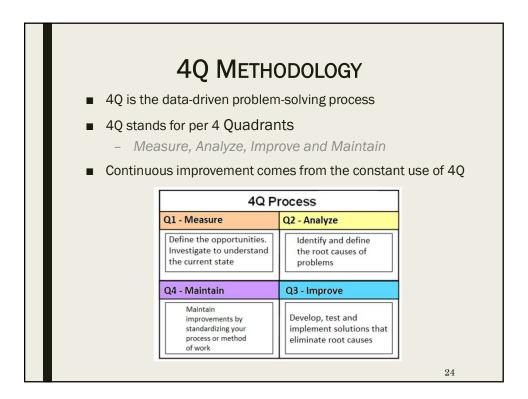


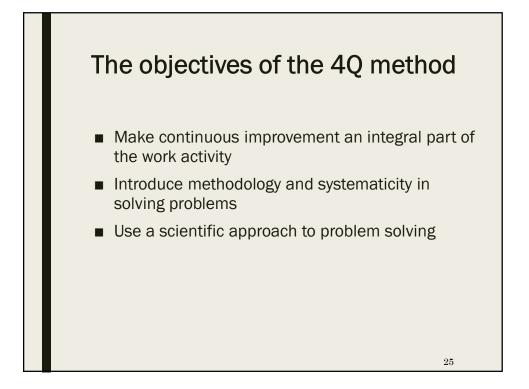


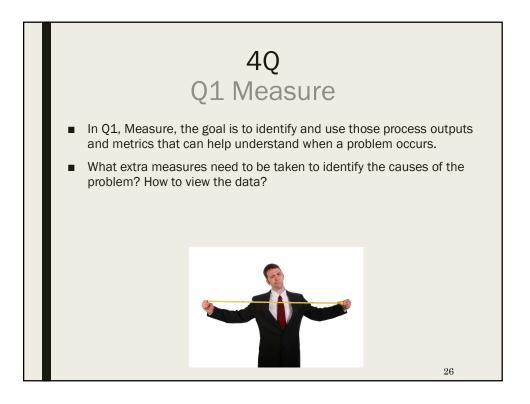


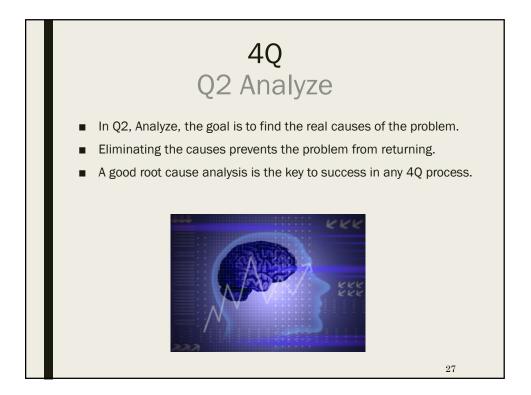


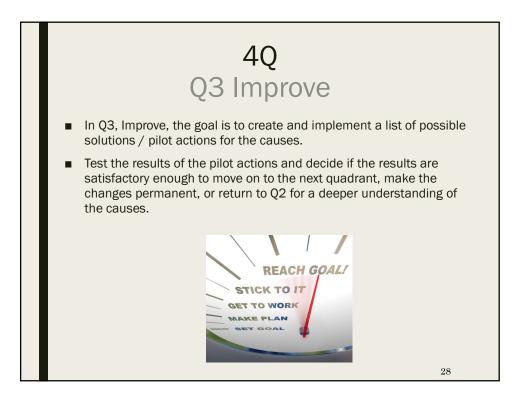


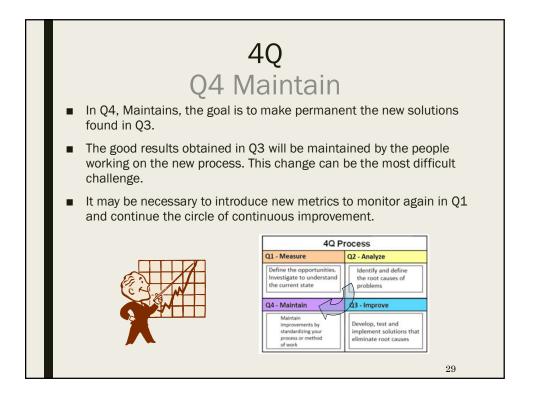




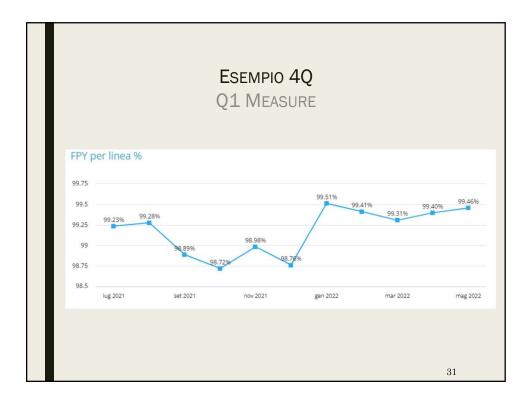


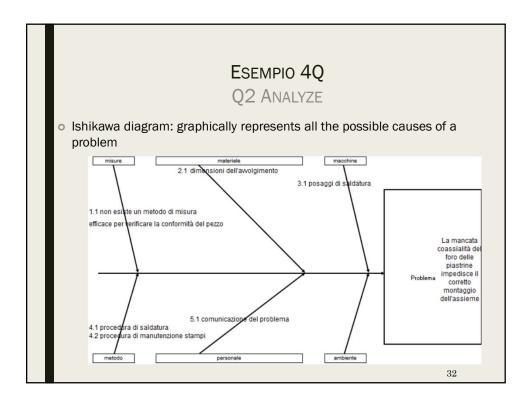






How o	does the 4Q	process woi	′k?
	Q1 – Measure	Q2 – Analizzare	
Problem			
	Expected result:	Expected result :	
	Clear definition of the problem	Causes of the problem highlighted	
	Q4 – Mantenere	Q3 – Migliorare	
	Expected result :	Expected result :	
	New process implemented. New measures for the continuous improvement of the new process	List of actions based on the solutions to the causes and the results of the corrective actions taken (pilot actions)	
			30





	ESEMPIO 4Q Q3 IMPROVE			
Actions for improvement				
Objective	Proposed solution			
Measurement method	Creation of a control gauge to filter non-compliant pieces at the end of the process			
Welding quality	Resumption and validation of all welding positions and bending of the winding			
Process standardization	Processing of work and control instructions			

Esempio 4Q Q4 Maintain			
Actions for maintain			
Objective	Proposed solution		
Quality rate	FPY monitoring		
Process waste	Process waste analysis		
Status of the tools	Monitoring of the status of the tools		

