



Technology Landscape Joining Processes

Case Study

Technology Landscape [1/2]

Client	Leading construction and mining equipment supplier
Industry	Construction & Mining
Products	Drills, boring systems, assembly machines etc.

Engagement Scope

Context

- Client wanted to understand the landscape of joining technologies for a variety of materials used in automotive industry as well as to understand the various trends with regard to joining technologies, particularly, for Body-in-white application.

Business Questions

- What are industrial joining processes (processes that can be applied in industrial setting) for joining of various combination of following materials - Cast Iron, steel, Aluminum, Magnesium, Composites.
- Which are new joining technologies for combination of above mentioned materials?
- What is the potential of each technology for automotive application?
- What is the criterion to choose a certain joining process?
- What are the technology trends and possibilities in the joining technologies in automotive industry?

1

Landscape of Solutions

- Material Combinations
- Application Area
- Technology Maturity
- Technology Assessment
- Commercial Parameters

2

Trends Analysis

- Recent activities
- Future Possibilities and Trends for Joining Technologies in Automotive
- Trends in joining technologies by industry type and region
- Key parameters for selecting joining technologies for select industries

3

Key Findings and Conclusions

- Best-fit joining processes based on
 - Application area
 - Materials used
 - Environmental working conditions
 - Pressure and heat conditions
 - Cost

Technology Landscape [2/2]

Research Methodology

Secondary Research

- Conducted desk research to understand the overall joining technologies market scenario and developments.
- Referred paid databases and identified patents for obtaining information on patents pertaining to various joining technologies

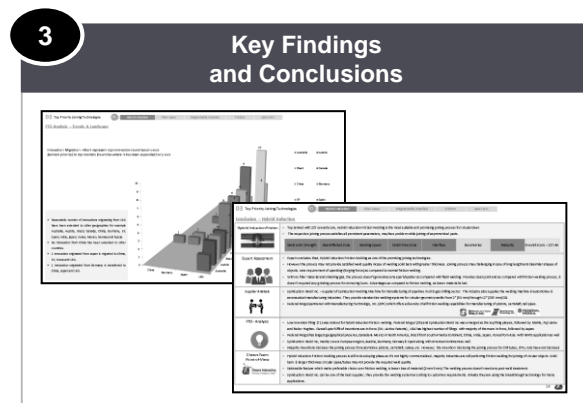
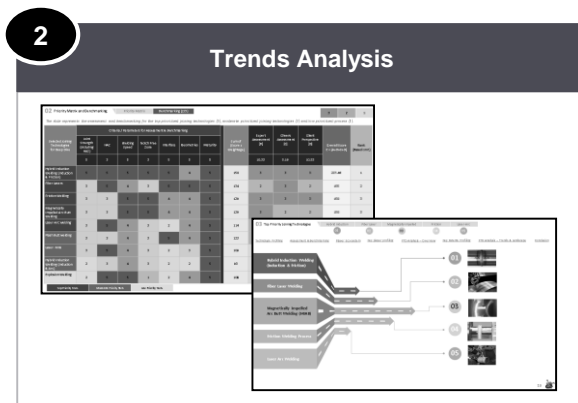
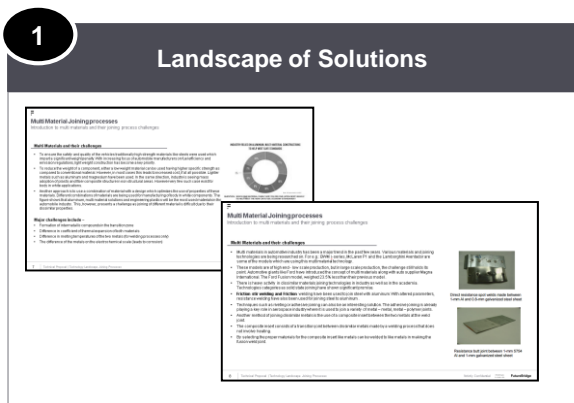
Primary Research

- 40+ Telephonic interview with technology providers, manufacturers, distributors, industry experts, etc.

Benefits to Client

- Client understood which were the technologies which were employed in various industries and the reasons for the same
- A list of joining technologies for immediate implementation based on materials used by client currently was identified
- In addition to immediate implementation list, the client was also able to identify those technologies which could be used for future development based on materials which could be used for other applications

Sample Analysis



Thank you

North America

55 Madison Ave, Suite 400
Morristown, NJ 07960
USA
T: +1 212 835 1590

Europe

328-334 Graadt van Roggenweg
4th Floor, Utrecht, 3531 AH
Netherlands
T: +31 30 298 2108

United Kingdom

5 Chancery Lane
London EC4A 1BL
United Kingdom
T: +44 207 406 7548

Asia Pacific

Millennium Business Park
Sector 3, Building # 4, Mahape
Navi Mumbai 400 710
India
T: +91 22 6772 5700