



RFQ from customer  
(2D, 3D, prod volume, etc)

M&M technical meeting,  
quotation (eventually shared  
with far-east engoneers),  
documents preparation

M&M provides to customer:  
- Quotation sheet  
- Tool technical datasheet  
- Project schedule

Customer  
place PO  
to M&M

NO

YES

DFM analysis (by M&M)  
+ Moldflow

Feedback (by customer)

2D / 3D tool design (by M&M)

Tool design review and final  
approval (by M&M + customer)

Tool Fabrication

A **Weekly progress report** is sub-mitted to customer by email, with pictures from the tool shop.

**M&M attends trial in China for each mould**

Trial

T1 samples delivery to customer  
+ trial & dimensional report

Feedback

NOK

OK

Tool shipment  
to Europe

Europe trial  
(buy-off)

Set-up by M&M at  
final customer factory

Mass production start  
at M&M factory