

Myral A well-calibrated production line

Myral has decided to trust experts for its new production line, with particular specifications and a carefully-selected supplier. This investment makes Myral's production capacity almost three times as high.



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OUR CLIENT

Corporate name
Myral

Activity
Design
and manufacturing
of insulating panels for
single- and multi-family
dwellings

Workforce
50 employees

Myral has developed a high-performance, thermally-broken insulation panel for the construction industry. Myral's sales are boosted by new energy challenges. Although the company's production has increased by factor seven, its manufacturing capacities (200,000 m² per year) are not high enough yet. Sylvain Bonnot, Myral's Chief Executive Officer, then decided to modernise the line in order to initiate a more industrial process.

For this purpose, he contacted Cetim. In cooperation with the French national institute for research and safety (INRS - Institut national de recherche et

de sécurité), Cetim developed a functional specification design assistance method, in which risks for personnel are taken into account. Cetim searched a company to test this tool which relies on two fundamental requirements: identifying all potentially hazardous situations related to use; and clearly and comprehensively expressing the industrial manufacturer's need in the future context of use. The aim: to provide the maximum amount of clear information to the machine manufacturer.

Functional analysis of needs

The method is based on functional analysis of needs,

an approach which consists in analysing each production step in terms of expected results, irrespective of the means used to obtain said results.

"This procedure did not question the overall manufacturing principle", specifies Sylvain Bonnot. "However, it allowed us to define more detailed specifications". Cetim's assistance to Myral extended until the request for proposals and the selection of the line manufacturer. Myral wanted a single manufacturer for the entire industrial process. The assessment was conducted based on the specifications. For each task, it was possible to compare each bidder as objectively as possible by assessing how they understood and met the need. For its part, the supplier better understood the expected uses. Finally, an Italian company was selected and the production line was inaugurated on 5 December 2014.

Cetim's asset



Cetim helps
companies
to establish
accurate
specifications

for the expected
production equipment,
to consult the most
relevant suppliers and
to select the supplier
whose proposal meets
needs best.

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