Beta Prototype and Test Plan
Module 4A Key Questions
Motivation

Why is this module important?

- Many hardware innovators excel at creating technically-viable alpha prototypes, but lose customer and investor confidence by introducing several failed versions of beta prototypes before commercializing their product.

- A basic understanding of how to reduce the number of variations of beta prototypes saves hardware innovators valuable time and money.
Beta Prototype And Test Plan

Where does this fit into the development cycle?

**PRODUCT DESIGN OBJECTIVES**
- Market Research
- Design Research
- Feasibility
- Development
- Qualification
- Field Readiness
- Launch

**MANUFACTURING READINESS LEVELS**
- Levels: 1, 2, 3, 4, 5, 6, 7, 8, 9, 10
- Manufacturing Research
- Mfg Development
- Mfg Capability
- Manufacturing Capacity
- Production

Key Questions
## Manufacturing Readiness Levels (MRLs)

<table>
<thead>
<tr>
<th>Material Solutions Analysis</th>
<th>Technology Development</th>
<th>Engineering and Manufacturing Development</th>
<th>Production and Deployment</th>
<th>Operations and Support</th>
</tr>
</thead>
<tbody>
<tr>
<td>Basic manufacturing Implications Identified</td>
<td>Manufacturing Concepts Identified</td>
<td>Manufacturing Proof of Concept developed</td>
<td>Capability to produce a prototype component in a production relevant environment</td>
<td>Capability to produce a prototype system or subsystem in a production relevant environment</td>
</tr>
<tr>
<td>1</td>
<td>2</td>
<td>3</td>
<td>4</td>
<td>5</td>
</tr>
</tbody>
</table>

This module’s content is relevant at these MRLs:

- Pre-alpha
- Alpha prototypes
- Beta prototypes
- Pilot prototypes

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**Key Questions**
Module Outline

- Learning objectives
- Difference between alpha and beta prototypes
- Design for failure mode and effects analysis (DFMEA) — What it is and how to use it to your benefit
- Manufacturing resources
LO1. What are the key questions to consider when designing and testing a beta prototype?
What This Module Addresses

Key Questions

- What is the expectation of the customer, industry, or market for my product?
- What am I designing my product for (e.g., durability, serviceability)?
- What are the most common mistakes to avoid?
- How do I avoid the development of several prototype modifications?
- Where do I go for prototyping services?
- Who are the manufacturing experts that can help me through this process?
Beta Prototype And Test Plan

Common mistakes and misconceptions

- Developing a product without considering how to design for its operating environment
- Launching a product without designing for potential failure modes
- Focusing on low cost and speed to market over careful design quality management and design for manufacturing
- Over-designing the product and failing to achieve margins predicted
- Falling into the trap of redesigning a product multiple times, which adds to product development costs that exhaust company funding and delays product introduction to market

To be successful your product must be unique, but your manufacturing process should not be!
Alpha Hardware Prototype

Basics

There are two types of alpha hardware prototypes:

- A “looks-like prototype” that provides insight to ergonomics and aesthetics

- A “works-like prototype” that demonstrates key functional elements

- Alpha hardware prototypes are often considered to be “lab experiments” that are not necessarily designed for the commercial requirements/environments

- They demonstrate what the product is capable of doing
Alpha Hardware Prototype

*Basics (cont.)*

- Alpha hardware prototypes use key features of the hardware product to allow people to interact with its functionality and proposed solution.
- They are used to prove that core features of the product work in a development or testing environment under ideal conditions.
Beta Hardware Prototype

Basics

- Beta hardware prototypes are a more polished version of the key features of the hardware product; they can be used directly by a customer.
- They are built with the intent to prove that people want the solution by demonstrating it in the commercial requirements/environments.
  - They are used to prove that core features work for a small set of cooperating beta customers under less-than-ideal conditions.
Beta Hardware Prototype

Basics (cont.)

- Beta hardware prototypes are used to elicit customer feedback and gather additional data relating to usage and features needed to be able to support tweaking the product before product launch
  — They can be run privately or through a handpicked set of customers and/or strategic partners

- They demonstrate the finished product, except for any important customer requirements that have not yet been discovered
Alpha to Beta Prototype

Case study 1 - Rivet weld joining

Company description: The hybrid rivet weld technology combines the advantages of self-pierce riveting with resistance spot welding in joining of dissimilar materials (aluminum to steel)

Company type:
—Product
—Material
✔ Manufacturing Process
—Manufacturing Service
—Manufacturing Operations

Source: Optimal Process Technologies

www.build4scale.org
**Technology Readiness Level**

*Case study 1* - *Rivet weld joining (cont.)*

<table>
<thead>
<tr>
<th>Basic Tech Research</th>
<th>Feasibility Research</th>
<th>Tech Development</th>
<th>Tech Demonstration</th>
<th>System Commissioning</th>
<th>System Operation</th>
</tr>
</thead>
<tbody>
<tr>
<td>Basic principles observed and reported</td>
<td>Technology concept and/or application formulated</td>
<td>Proof of concept analyzed and experimented on</td>
<td>Component or system validation in lab environment</td>
<td>System validation, testing in operating environment</td>
<td>Prototype/pilot system verification in operating environment</td>
</tr>
<tr>
<td>1</td>
<td>2</td>
<td>3</td>
<td>4</td>
<td>5</td>
<td>6</td>
</tr>
</tbody>
</table>

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**Key Questions**

U.S. DEPARTMENT OF ENERGY • OFFICE OF ENERGY EFFICIENCY & RENEWABLE ENERGY
## Technology Readiness Level

**Case study 1 - Rivet weld joining (cont.)**

<table>
<thead>
<tr>
<th>Basic Tech Research</th>
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</tr>
</tbody>
</table>

| Year 1 progress | Year 2 progress |
When a test fails at a readiness level, there is a need to retreat backwards (often back two levels)

**Example**: If the full scale prototype fails to be Verified in Operating Environment (MRL7), you have to go back to MRL5 to test operating environments
### Manufacturing Readiness Levels

**Case study 1 - Rivet weld joining (cont.)**

<table>
<thead>
<tr>
<th>Material Solutions Analysis</th>
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</thead>
<tbody>
<tr>
<td>Basic manufacturing Implications Identified</td>
<td>Manufacturing Concepts Identified</td>
<td>Manufacturing Proof of Concept developed</td>
<td>Capability to produce the technology in a laboratory environment</td>
<td>Capability to produce a prototype component in a production relevant environment</td>
</tr>
<tr>
<td>1</td>
<td>2</td>
<td>3</td>
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<td>5</td>
</tr>
</tbody>
</table>

**Key Questions**

www.build4scale.org
Alpha to Beta Prototype

Case study 1 - Rivet weld joining (cont.)

Imagine this prototype is currently at manufacturing readiness MRL 4 and faces the following DFM or scale up challenges:

- Some, but not all, joining samples met customer quality specifications
- Process not repeatable and not proven on a variety of materials
- Too much customized tooling
- Poor understanding of cost trade offs of proposed process vs. existing production processes
- Equipment not optimized for mass production (automated material handling, robotics)
- No quality control measurement

What actions can be taken to address the challenges above?
Alpha to Beta Prototype

*Case study 1 - Rivet weld joining (cont.)*

Actions that can be taken to address the MRL 4 challenges on prior slide include:

- **Design for quality**: adopted in-situ weld assurance testing to ensure quality
- **Design for customer requirements**: included demonstrations on a wide variety of mixed materials (Al, Mg, HSS)
- **Design for cost**: reduced customized tooling and aligned with existing production processes
- **Design for reliability**: used FEA/CFD modeling to optimize rivet shape and joining process
- **Design for takt time**: included automated rivet feeder, integrated with automation equipment

*Source: Optimal Process Technologies www.build4scale.org*
Key Questions

*What does the customer, industry, or market expect of my product?*

- How will the beta prototype be evaluated by the customer?
- What features/functions are must-haves, nice-to-haves, or are not that important to the customer?
- What are the typical expectations for product performance and durability?
- How must the product operate?
- How will the product’s performance and quality be evaluated?
- What testing is required before my product will be considered for purchase by the customer?
- Can I simulate product in operation to predict performance before investing in physical prototype?

*Source: Optimal Process Technologies*

www.build4scale.org
Key Questions

What am I designing my product for?

- Design for manufacturability
  — Can I reduce BOM, material trade-offs, cost reductions?
- Design for assembly and manufacturing process
  — Can I reduce process steps, labor?
  — Can I reduce capital equipment, tooling costs?
  — Can I reduce scrap, improve yield?
- Design for durability, design for operating environment
  — Have I considered noise/vibration/harshness testing, loading conditions, engineer for lifetime?
Key Questions

What am I designing my product for? (cont.)

- Design for maintenance serviceability
  — Can I design in service cost reductions?

- Design for packaging
  — Have I considered product protection, shipping logistics, transportation costs?

- Design for sustainability
  — Can I reduce waste materials, scrap, allow for recyclability, use biodegradable materials?

- Design for customer usability
  — Can I design to make it easy to use for my customer?
Key Questions

Other considerations

Lifecycle:
- How long does my product need to last?
- What does my product warranty need to cover?
- What is the expectation of the customer?

Customer usability:
- How will my product be handled by the customer?
- How will it be serviced if it requires maintenance and repair?

Logistics:
- How do I need to care for my product in inventory?
- What is the shelf life of my product?
Product Launch

Common mistakes and misconceptions

- Product process costs are not predictable
- Limited participation or coordination from a team perspective
- Launch is more reactive than proactive
- Takes too long to launch the product
- Not achieving the predicted margins
- Overlooking lowest cost options for production and assembly
- Too dependent on lower cost overseas partners for quality management
- Over-promising and under-delivering
Product Design

*Common mistakes and misconceptions*

- Product is engineered well, but cannot be produced
- Product is poorly engineered because advanced simulation tools were not used (FEA/CAE)
- Product is over-engineered
- Product must be completely redesigned
- Failure to rethink product design to drive out cost
- Product cost overruns (i.e., tooling and capital equipment costs)
Product Process

*Common mistakes and misconceptions*

- Process cannot “run at rate” as expected
- Failure to plan for every part
- Poor part quality
- Failure to reduce operations costs and waste
- Failure to improve, measure, or track quality
- Failure to properly manage inventory of inbound BOM or outbound finished-product stock
- Encountering capacity constraints
- Requiring more space or new building to accommodate new sales
- Over-investing in operations and running at low capacity rates
Developing Beta Prototypes

*Cast study 2 – Start-up electric vehicle company*

**Mistakes made:**

- Introduced the product sixteen months later than original timeline
- Sole-sourced suppliers and ran into parts shortages when suppliers couldn’t deliver
- Took short cuts on quality inspection of battery packs
- Final cost of vehicle was $20,000/car more than the original target price
- Did not design product for durability and experienced multiple failures in the field
Developing Beta Prototypes

*Cast study 2 – Start-up electric vehicle company (cont.)*

**Impact:**

- Company margins were negative on first vehicle launch
- Angered pre-order deposit customers by not delivering vehicle by date advertised
- Warranty cost skyrocketed when batteries failed and side-impact crashes led to legal settlements
- Exhausted investor funds and filed for bankruptcy
Developing Beta Prototypes

*Cast study 2 – Start-up electric vehicle company (cont.)*

**Best practices:**

- Mitigated the cost risk by developing a disciplined approach to cost targeting for the entire vehicle BOM
- Controlled product options and variations
- Mitigated supply-chain risks by securing multiple sources of suppliers for each part
- Mitigated quality risk by implementing DFM and cost upfront with internal teams and external supply partners
Developing Beta Prototypes

*Cast study 2 – Start-up electric vehicle company (cont.)*

**Best impact:**

- Company margins were positive on first vehicle launch
- Pre-order deposit customers had their vehicles delivered on time
- Limited failures experienced in the field, which controlled warranty and recall costs
- Received follow-on investor funds to launch new vehicle platforms
Developing Beta Prototypes

Case study 3 – LED lamp

What is the expectation of the customer, industry, or market for my product?

☐ Working off of B1-A, market feedback was conducted with assistance from industrial design firm prior to prototype iteration, interviewing stakeholders (field crews, distributors, utility executives). The product expectation is an industrial grade LED lamp, designed for use in outdoor street lighting conditions. The warranty requirements for municipal customers often are 10 years, meaning durability and reliability are key deciding factors. There are also minimum output and efficiency requirements, which are quite high given the state of current LED technology. This means the product must use high quality components while keeping costs low.

Product: B1-a and B1-b
Developing Beta Prototypes

Case study 3 – LED lamp (cont.)

What am I designing my product for? (in order of priority)
- Performance (light quality measured in lumens delivered)
- Energy efficiency (measured in lumen output per watt for the total delivered system)
- Reliability (reliability to exceed 10 year warranty requirement)
- Price

What are the common mistakes to avoid?
- Spending too much time in the weeds trying to minimize the cost of every component in the BOM. Identify the core components that drive BOM and focus on optimizing those. For this case study, the LED packaging was most important.
Developing Beta Prototypes

Case study 3 – LED lamp (cont.)

How do I avoid the development of several prototype modifications?

- Make extensive use of computer simulations to validate heat transfer performance of various design iterations prior to going to physical prototype.

- Implement design for manufacturing sooner in the engineering and design process. This is where the industrial design firm added a lot of value, as innovators are often unable to see the manufacturing implication of design choices early on (chassis designs that would optimize for extrusion vs. stamping processes).

Product: B1-a and B1-b
Developing Beta Prototypes

Case study 3 – LED lamp (cont.)

- The industrial design firm had the in-house capabilities to create most of the component parts that were needed to make the proof of concept prototype (3-D printing, CNC machining capabilities, etc.)

Where do I go for prototyping services?
- DFM consulting firms (such as Dragon Innovation)
- Industrial design firms
- Independent consultants

Product: B1-a and B1-b
Key Questions

How do I avoid the development of several prototype modifications?

☐ How do I design now to avoid mistakes in the future?
☐ Have I considered all potential failure modes?
☐ What are the potential effects of those failures?
☐ What are the likely causes or reasons for those failures?
☐ What is the likelihood of occurrence and severity of each failure mode?

Recommendation: Hardware companies and innovators should institute Design for Failure Mode and Effects Analysis* (DFMEA) as a part of their Beta Prototype Plans (see next page)

* Adapted from “Quality Training Portal: 19 Steps to Conduct a DFMEA”
  www.qualitytrainingportal.com/resources/fmea/fmea_10step_dfmea.htm
Design for failure mode and effects analysis (DFMEA) is a highly structured, systematic product-design methodology for pre-evaluating potential product.

DFMEA is often the first step of a product- or process-reliability study; it involves reviewing as many components, assemblies, and subsystems as possible to identify failure modes, and their causes and effects.

For each component or process, the failure modes and their resulting effects on the rest of the system are recorded in a specific DFMEA worksheet.
Conduct A DFMEA

*Step-by-step*

1. Review the design: Use a blueprint or schematic of the design/product to identify each component and interface
2. Brainstorm potential failure modes: Review existing documentation and data for clues
3. List the potential effects of failure: There may be more than one for each failure
4. Assign severity rankings: Based on the severity of the consequences of failure
5. Assign occurrence rankings: Based on how frequently the cause of the failure is likely to occur
Conduct A DFMEA

*Step-by-step (cont.)*

6. Assign detection ranking: Based on the chances the failure will be detected prior to the customer finding it
7. Calculate the risk priority number (RPN): Severity x Occurrence x Detection
8. Develop the action plan: Define who will do what by when
9. Take action: Implement the improvements identified by your DFMEA team
10. Calculate the resulting RPN: Re-evaluate each of the potential failures once improvements have been made and determine their impact on the RPNs
Conduct A DFMEA

Step 1 - Review the design

- Ensure that all team members are familiar with the product and its design
- Identify each of the main components of the design and determine the function or functions of those components and interfaces between them
- Study all components defined in the scope of the DFMEA
- Use a print or schematic for the review
- Add reference numbers to each component and interface
- Try out a prototype or sample
- Invite a subject matter expert to answer questions
- Document the function(s) of each component and interface
Conduct A DFMEA

*Step 2 - Brainstorm potential failure modes*

- Review documentation for clues about potential failure modes before undertaking brainstorming sessions
- Use customer complaints, warranty reports, and reports that identify things that have gone wrong (i.e., hold tag reports, scrap, damage, and rework) as inputs
- Consider what may happen to the product under difficult usage conditions and how the product might fail when it interacts with other products
Conduct A DFMEA

Step 2 - Brainstorm potential failure modes (cont.)

- Consider potential failure modes for each component and interface.
- A potential failure mode represents any manner in which the product component could fail to perform its intended function or functions.
- Many components will have more than one failure mode. Do not leave out a potential failure mode just because it does not happen often. Document each one.

*Don’t take shortcuts here; this is the time to be thorough*. 
Conduct A DFMEA

Step 3 – List potential effects of failure

- An effect of failure is defined as the impact of a failure on a system should it occur.
- The effect is related directly to the ability of that specific component to perform its intended function.
- Some failures will effect customers, others effect the environment, the product-production process, and the product itself.
Conduct A DFMEA

Step 4 – Assign severity rankings

☐ The severity ranking scale is critical to the success of DFMEAs because it establishes the basis for determining the risk of one failure mode relative to that of another

— Severity ranking is based on a relative (not an absolute) scale ranging from 1–10 (10 means the effect has a dangerously high severity, leading to a hazard without warning; 1 means the severity is extremely low)

— Example forms can be found in the FMEA Resource Center:
  http://www.qualitytrainingportal.com/resources/fmea/index.htm (left column, under Forms and Check Lists); FMEA’s severity ranking scale:
  https://qualitytrainingportal.com/resources/fmea-resource-center/?section=generic-severity-rating-scale

☐ The DFMEA ranking scale should be used consistently throughout an organization; this enables comparison of the RPNs of different DFMEAS to one another
Conduct A DFMEA

Step 4 – Assign severity rankings (cont.)

☐ The best way to customize a ranking scale is to start with a generic scale and modify it to be more meaningful to your organization

☐ By adding organization-specific examples to the ranking definitions, DFMEA teams will have an easier time using the scales; using examples saves time and improves the consistency of rankings from team to team

☐ As you add specific examples, consider adding several columns with each column focused on a topic. One topic could provide descriptions of severity levels for customer satisfaction failures and another for environmental, health, and safety issues. Remember, though, that each row should reflect the same relative impact or severity on the organization or customer.
Conduct A DFMEA

*Step 5 – Assign occurrence rankings*

- The potential cause must be known in order to determine the occurrence ranking because, just as the severity ranking is driven by the effect, the occurrence ranking is a function of the cause.
- The occurrence ranking is based on the likelihood, or frequency, that the cause (or mechanism) of failure will occur.
- If the cause is known, it is easier to identify how frequently a specific mode of failure will occur.
- The occurrence ranking scale, like the severity ranking scale, is a relative scale ranging from 1–10.
Conduct A DFMEA

Step 5 – Assign occurrence rankings (cont.)

- An occurrence ranking of 10 means the failure mode occurrence is very high; it happens all of the time (conversely, a 1 means the probability of occurrence is remote)

- See FMEA’s Forms and Checklists webpage for an occurrence ranking scale example

- Your organization may need to develop a customized occurrence ranking scale to apply to different levels or complexities of design; it is difficult to use the same scale for a modular design, a complex design, and a custom design

- Some organizations develop three different occurrence ranking scales (time-based, event-based, and piece-based) and select the one that applies to the design or product
Conduct A DFMEA

**Step 6 – Assign detection rankings**

- To assign detection rankings, consider the design or product-related controls already in place for each failure mode and then assign a detection ranking to each control.

- Think of the detection ranking as an evaluation of the ability of the design controls to prevent or detect the mechanism of failure.
Conduct A DFMEA

Step 6 – Assign detection rankings (cont.)

- Detection controls identify the cause of failure, the mechanism of failure, or the failure mode itself after the failure has occurred, but before the product is released from the design stage
  - A detection ranking of 1 means the chance of detecting a failure is almost certain, whereas a 10 means the detection of a failure or mechanism of failure is absolutely uncertain
  - To provide DFMEA teams with meaningful examples of design controls, consider adding examples tied to the detection ranking scale for design-related topics such as design rules, design for assembly and design for manufacturability (DFA/DFM) issues, and simulation and verification testing
  - See FMEA’s Forms and Checklists webpage for examples of custom DFMEA ranking scales
Conduct A DFMEA

*Step 6 – Assign detection rankings (cont.)*

- Prevention controls are always preferable to detection controls
  - Prevention controls come in different forms and levels of effectiveness
  - Prevention controls prevent the cause or mechanism of failure (or the failure mode itself) from occurring; they generally impact the frequency of occurrence
Conduct A DFMEA

Step 7 – Calculate the risk priority number (RPN)

- The RPN provides a relative risk ranking; the higher the RPN, the greater the potential risk
  —Since each of the three relative ranking scales ranges from 1–10, the RPN will always be between 1 and 1,000; the RPN is an excellent tool for prioritizing focused improvement efforts

- The RPN is calculated by multiplying the three rankings together: the severity ranking, the occurrence ranking, and the detection ranking; calculate the RPN for each failure mode and effect

Note: The current AIAG FMEA Manual suggests only calculating the RPN for the highest effect ranking for each failure mode. We do not agree with this suggestion. We believe that if this suggestion is followed, it will be too easy to miss the need for further improvement on a specific failure mode.
Conduct A DFMEA

*Step 8 – Develop the action plan*

- Taking action means reducing the RPN
- The RPN can be reduced by lowering severity, occurrence, or detection individually or in combination with one another
- A reduction in the severity ranking for a DFMEA is often the most difficult to attain—it usually requires a design change
- Reduction in the occurrence ranking is accomplished by removing or controlling potential causes or mechanisms of failure
- A reduction in the detection ranking is accomplished by adding or improving prevention or detection controls
- What is considered an acceptable RPN? The answer depends on the organization.

*Example:* An organization may decide that any RPN above a maximum target of 200 presents an unacceptable risk and must be reduced. If so, an action plan (who will do what, by when) is needed.
Conduct A DFMEA

*Step 8 – Develop the action plan (cont.)*

DFMEA tools to reduce the relative risk of failure modes requiring action:

- Design of experiments (DOE)
  - Powerful statistical improvement techniques that can identify the most critical variables in a design and the optimal settings for those variables

- Mistake-proofing
  - Techniques that can make it impossible for a mistake to occur, reducing the occurrence ranking to 1
  - Particularly important when the severity ranking is 10
Conduct A DFMEA

Step 8 – Develop the action plan (cont.)

DFMEA tools to reduce the relative risk of failure modes requiring action (cont.):

- Design for assembly and design for manufacturability (DFA/DFM)
  — Techniques that help simplify assembly and manufacturing by modularizing product sub-assemblies, reducing components, and standardizing components

- Simulations
  — Simulation approaches include pre-production prototypes, computer models, accelerated life tests, and value-engineering analyses
Conduct A DFMEA

*Step 9 – Take action*

- The action plan outlines the steps needed to implement the solution, including who will perform them and when they will be completed.

- A simple solution only requires a simple action plan, while a complex solution requires more thorough planning and documentation; most action plans identified during a DFMEA will fall under the simple “who, what, and when” category.

- Responsibilities and target completion dates for specific actions to be taken are identified.

- An action plan may trigger a large-scale project. If that happens, conventional project management tools (including PERT Charts and Gantt Charts) will be required to keep the action plan on track.
Conduct A DFMEA

*Step 10 – Recalculate the resulting RPN*

- By calculating the resulting RPN, this step in a DFMEA confirms that the action plan has produced the desired results.
- To recalculate the RPN, reassess the severity, occurrence, and detection rankings for the failure modes after the action plan has been completed.
Case study 4 – Automotive body structures

Joining dissimilar materials processes to produce lighter weight cars

<table>
<thead>
<tr>
<th>Functional Requirement / Design Parameter</th>
<th>Potential Failure Mode(s)</th>
<th>Potential Effect(s) of Failure</th>
<th>Potential Cause(s) / Mechanism(s) of Failure</th>
<th>Current Design / Process Controls</th>
<th>Risk Priority Number (RPN)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Rivet quality (design, shape, materials)</td>
<td>Faulty rivet due to dimensional inconsistency and material variation</td>
<td>No-weld or unsatisfactory weld joint created, spatter occurrence</td>
<td>Manufacturing failure of rivet being out of spec in length, diameter, burs, wrong or poor material</td>
<td>Rivet quality inspection (varification prior to &quot;weld&quot;)</td>
<td>5 250</td>
</tr>
<tr>
<td></td>
<td>Poor rivet design, too sensitive to welding application conditions</td>
<td>No-weld or unsatisfactory weld joint created, spatter occurrence, excessive/localized melting</td>
<td>Rivet design not validated</td>
<td>Ensure robust rivet design through CAE CFD analysis simulate rivet loading conditions for each material joining application</td>
<td>2 60</td>
</tr>
<tr>
<td></td>
<td>Rusted or contaminated rivets</td>
<td>No-weld or unsatisfactory weld joint created, spatter occurrence</td>
<td>Poor storage and packaging conditions of rivets</td>
<td>Coating rivets or controlled environment for storage, packaging, shipping</td>
<td>3 72</td>
</tr>
<tr>
<td></td>
<td>Rivet shape is not optimized for ideal joint</td>
<td>No-weld or unsatisfactory weld joint created, spatter occurrence</td>
<td>Rivet wall thickness or rivet head taper causes excessive local melting</td>
<td>Optimization of rivet shape through CAE analysis</td>
<td>2 48</td>
</tr>
<tr>
<td>Rivet feeding</td>
<td>Out of position of rivet</td>
<td>No-weld</td>
<td>180 out of position</td>
<td>Sensor / vision detection?</td>
<td>5 250</td>
</tr>
<tr>
<td></td>
<td>Rivet jamming</td>
<td>No-weld</td>
<td>Slightly out of position causing a jam</td>
<td>Sensor / vision detection / error-proofing</td>
<td>5 250</td>
</tr>
<tr>
<td></td>
<td>Orientation of rivet to floor is angled creating poor positioning</td>
<td>No-weld or unsatisfactory weld joint created</td>
<td>Mis-feed / jammed mechanism</td>
<td>Use tape feed instead of bowl feeder</td>
<td>3 72</td>
</tr>
<tr>
<td>Weld control</td>
<td>Experiencing a &quot;narrow weld lobe&quot;</td>
<td>Unsatisfactory weld joint created</td>
<td>Not optimizing weld current, force, joining time</td>
<td>Optimization of weld parameters for robustness</td>
<td>3 54</td>
</tr>
<tr>
<td></td>
<td>Sensor errors or failures (if adaptive feedback control applied)</td>
<td>Unsatisfactory weld joint created</td>
<td>Electromagnetic interference (EMI), vibration, spatter, sensor power disruption</td>
<td>Self-system sensor diagnosis, sensor redundancy, sensor shielding/protection</td>
<td>3 72</td>
</tr>
<tr>
<td></td>
<td>Low current density due to shunting</td>
<td>Unsatisfactory weld joint created</td>
<td>Weld electrode wear or contamination, transformer errors/failure</td>
<td>Weld electrode maintenance (e.g., tip dressing, automated tip replacement), transformer monitoring/diagnosis</td>
<td>3 54</td>
</tr>
<tr>
<td></td>
<td>Failure for weld current to pre-heat rivet</td>
<td>Unsatisfactory weld joint created</td>
<td>Weld electrode wear or contamination, transformer errors/failure, rivet design or material does allow for satisfactory thermal conductivity</td>
<td>Weld electrode maintenance (e.g., tip dressing, automated tip replacement), transformer monitoring/diagnosis, optimize rivet design and material via thermal transfer analysis</td>
<td>3 54</td>
</tr>
<tr>
<td></td>
<td>Excessive or partial melting</td>
<td>Unsatisfactory weld joint created</td>
<td>Current sensor failure, power supply failure</td>
<td>Self-system sensor diagnosis, sensor redundancy</td>
<td>2 36</td>
</tr>
</tbody>
</table>
# Beta Prototype Quality Plan

**Exercise – DFMEA worksheet**

<table>
<thead>
<tr>
<th>Functional Requirement / Design Parameter</th>
<th>Potential Failure Mode(s)</th>
<th>Potential Effect(s) of Failure Mode</th>
<th>Potential Cause(s) / Mechanism(s) of Failure</th>
<th>Current Design / Process Controls</th>
<th>OC</th>
<th>RPN</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Severity</strong></td>
<td></td>
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<tr>
<td>Scale 1-10, where 1=predicted &lt;3 defects/million, 10=500K defects/million</td>
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<td></td>
<td></td>
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</tr>
</tbody>
</table>

Detectability: scale 1-10, where 1=always detected by current plan, 10=unable to detect

Occurrence: Scale 1-10 where 1=predicted <3 defects/million, 10=500K defects/million
Resources

DFMEA/PFMEA

- Quality Training Portal: 10 steps to conduct a DFMEA
  http://www.qualitytrainingportal.com/resources/fmea/fmea_10step_dfmea.htm

- Chart It Now: DFMEA template
  http://www.chartitnow.com/DFMEA-Template.html

- QIMacros: FMEA template in Excel
  https://www.qimacros.com/lean-six-sigma-articles/fmea-template/

- Systems2win: FMEA template
  http://www.systems2win.com/solutions/FMEA.htm

- DMAIC Tools: PFMEA (definitions and explanations)
  https://www.dmaictools.com/dmaic-analyze/pfmea
Manufacturing Resources

*Shared asset facilities/prototyping services*

- Makerspace: Shared manufacturing space [http://makerspace.sp.edu.sg/](http://makerspace.sp.edu.sg/)
- Quick Parts: 3D printing service [http://www.3dsystems.com/quickparts](http://www.3dsystems.com/quickparts)
- R&D Technologies: 3D printing service [rnd-tech.com](https://rnd-tech.com)
- Protolabs: 3D printing, CNC machining, injection molding service [www.protolabs.com](http://www.protolabs.com)
- Maketime: CNC machining service [www.maketime.io](http://www.maketime.io)
- Rapid Manufacturing/Vaupell: Prototype sheet metal, machined parts, cabling service [https://rapidmanufacturing.com/](https://rapidmanufacturing.com/)
- Circuit Hub: On demand PCB manufacturing service [https://circuithub.com/](https://circuithub.com/)
Manufacturing Resources

How do I find manufacturing experts?

Identify regional supplier matchmaking and connection programs. Examples include:


- InnoState, a Michigan entrepreneur-manufacturer matchmaking program organized by MEP Michigan Manufacturing Technology Center (MMTC) [http://innostatemi.com/](http://innostatemi.com/)

Finding Manufacturing Expertise

Recommendations

☐ Get to know your local manufacturing extension partnership (MEP)

☐ Secure a manufacturing expert as an advisor, even if it means providing some equity

☐ Take advantage of retired and semi-retired manufacturing experts who are often eager to share their experience and knowledge with innovators and startups

**Not soliciting help from manufacturing experts is a common mistake!**
Manufacturing Resources

DFX Training Resources

- Society of Manufacturing Engineers (SME) Tooling U: Extensive on-line manufacturing training [http://www.tooling.com/](http://www.tooling.com/)
Manufacturing Resources

DFX Training Resources (cont.)

- The Manufacturing Institute: Manufacturing skills certification programs

- AME Alliance: 8-week manufacturing certification courses
  http://amealliance.org/8-week-certificates

- Alison Institute: Online manufacturing training classes
  https://alison.com/learn/manufacturing

- DfR Solutions: Design for manufacturing training programs
  www.dfrsolutions.com

- Electronics Manufacturing Training http://www.ipc.org

- Manufacturing Skills Training Programs
  http://scientific-management.com/skills-training-programs
Manufacturing Resources

DFX Training Resources (cont.)

- Society of Automotive Engineers (SAE): DFM, DFA training [http://training.sae.org/seminars/92047/](http://training.sae.org/seminars/92047/)
- Engineers Edge: DFMA training [http://engineersedge.com/training_engineering/design-for-manufacturing-training.htm](http://engineersedge.com/training_engineering/design-for-manufacturing-training.htm)
Manufacturing Resources

DFX Training Resources (cont.)

- OMNEX: DFMA training
  [Link](http://www.omnex.com/training/rd_Series/design_manufacturing_assembly.aspx)

- SSA: DFMA training
  [Link](http://www.ssa-solutions.com/training-program/design-for-manufacturing-assembly.php)

- Manufacturing Quality Training ASQ [www.asq.org](http://www.asq.org)

- Automotive Industry Action Group’s (AIAG’s) Advanced Product Quality Planning (APQP) (available via courses or on-line)
  [Link](http://www.aiag.org/store/training/details?CourseCode=ELCTO)


- Surface Mount Technology Association (SMTA): Online manufacturing training courses [www.smta.org](http://www.smta.org)
Manufacturing Resources

*DFX Training Resources (cont.)*

- Six Sigma U: Design for six sigma training  
  http://www.6sigma.us/design-for-six-sigma-dfss.php

- NPD Solutions: Design for maintenance and serviceability workshops  
  http://www.npd-solutions.com/featuredworkshops/dfswws

- Dragon Innovations: BOM development tools  
  https://www.dragoninnovation.com/dragon-standard-bom

- Greentown Labs and MassMEP: Best practices for training startups to work with manufacturers  
  http://greentownlabs.com

- Invent@NMU: Hardware entrepreneur accelerator program focused on acceleration to market through DFX principals  
  http://www.nmu.edu/invent/home
Manufacturing Resources

DFX Training Resources (cont.)

- Connecting Green Technology Entrepreneurs: Building connections for green technology entrepreneurs

- E2 by Shoptech: All-in-one manufacturing software (quoting, accounting, production, inventory, etc.)
  www.shoptech.com

- Basic CAD tools: Autodesk’s Fusion 360
  http://www.autodesk.com/products/fusion-360

- Basic CAD tools: SolidWorks
  www.solidworks.com

- Geometric Global: Design for manufacturing software
  http://info.geometricglobal.com/design-for-manufacturing-software

- Design-IV: DFM/DFA software
  http://www.design-iv.com/
Manufacturing Resources

Other

Manufacturing Training Network Resources

   http://energy.gov/eere/office-energy-efficiency-renewable-energy

☐ U.S. Department of Energy’s Advanced Manufacturing Office (AMO)
   http://energy.gov/eere/amo/advanced-manufacturing-office

☐ National Network of Manufacturing Institutes (NNMIs)
   http://manufacturing.gov/nnmi/institutes.html
Manufacturing Resources

Other (cont.)

Where to look for additional resources online:

- University and U.S. national laboratory manufacturing websites and training programs
- Existing design for manufacturability training resources (e.g., SME)
- Manufacturing Extension Partnerships (MEPs) programs http://www.nist.gov/mep/
- Hardware-based incubators and accelerators
- Entrepreneurial mentorship and expert-in-residence (EiR) programs
- Entrepreneurial contract manufacturing matchmaking programs
References

☐ Dragon Innovation Blog, September 8, 2016: Top 10 Manufacturing Reasons Hardware Companies Fail
http://blog.dragoninnovation.com/2016/09/08/1414/


☐ MMTC Production Preparation Process (3P)
https://www.the-center.org/Our-Services/Operational-Excellence/Lean/Production-Preparation-Process-(3P)

☐ Wikipedia: Failure mode and effects analysis
https://en.wikipedia.org/wiki/Failure_mode_and_effects_analysis

☐ Quality Training Portal: 19 steps to conduct a DFMEA
www.qualitytrainingportal.com/resources/fmea/fmea_10step_dfmea.htm
Module 4A

Development is the systematic use of scientific and technical knowledge to meet specific objectives or requirements.

Qualification is either the process of qualifying for an achievement, or a credential attesting to that achievement.

Field Readiness is the stage of development just prior to final launch. It is time to review the Pilot run and determine if there are any “game stopper” issues.

Prototype is an early sample, model, or release of a product built to test a concept or process or to act as a thing to be replicated or learned from.

Manufacturing Rediness Level (MRL) is a measure developed by the United States Department of Defense (DOD) to assess the maturity of manufacturing readiness.