**One age Summary Guideline for SDI Presentation
Updated November 3, 2018 by Dr. Kamal Sarkar**

* **After your Opening slide you talk about the Outline in brief. Then start with your Updated Elevator Speech.**
* **Needs, Wants, Constraints**
* **Goals & objectives**
* **QFD (Quality Function Deployment)**

**Quality Function Deployment is an engineering tool to relate the Needs & Wants of Customers with Engineering Specs and how Customers are presently appreciating Competitive Products. This tool QFD thus helps us to identify the “Sweet Spots” or opportunities to introduce a new product and develop appropriate engineering specs. It also shows the interaction among various engineering specs. Now we are going to show you some details of our product in relation to this understanding of QFD.**

**Just show one or two critical items you are most comfortable with.**

* **Talk about Functional Decomposition and Methodology.**

**Go thru’ only ONE example showing the details. Then just that “using this methodology we selected all the critical components and here the final results.”**

* **Show only ONE Engineering Calculation you are most comfortable with. Let the team member who is most confident do this part.**

**Make sure you ALL engineering calculations in the backup slides**

**Make sure to show ALL the Nomenclature and corresponding consistent units for each parameter.**

* **Show your DfX with your choice of X. At minimum, we need Safety & may be Environmental. Do not spend more than a couple of minutes.**
* **Talk about DFMEA**
* **Make sure that Bill of Materials is clean & clear. Just show three or four critical items including source, unit cost, total cost (even if you are buying only one item), and Lead Time. To make the BoM clutter-free, dump everything else as “Miscellaneous”. Highlight the total cost of BoM. Highlight Critical Items for Cost or Lead Time or Both.**
* **Talk briefly about Prototype Cost. Key information for Product Cost are Number of Units per Year. Material Cost, Labor Cost (briefly talk about number Labor, Supervisor, Benefits, and Overhead), Distributor Cost, Retail Cost (compared to Competitive Cost and QFD projection), and Revenue for the company**
* **Don’t forget QC (Quality Control) for individual components AND Test Protocol for the complete Product (system level before the product is shipped to the Customer)**
* **DONOT FORGET TO SUMMERIZE what you said for about 30 minutes. Use your Abstract as a Guide!**

**There should be about 45 (+/- 3) slides for presentation. Another 25 (+/-5) slides as backup.**