

## **Design process**

Interaction Design Foundation

When creating a new product within Apple the design process is not over when the manufacturing process begins. The products are built, tested and reviewed by the design team, they then make improvements and rebuild the model over again. This process can go on for 4-6 weeks.

After this process the product is then taken to the EPM (engineering program manager) and the GSM (global supply manager). This is where further tests are conducted on the new product to improve the quality. The product is then taken to Apple headquarters at Cupertino.

The packaging room - This is where prototypes are unboxed in a very-high security area, this is to ensure there is not leaked information about new products.

The final step in the design process is the development of the launch of the product. When it is decided the product is as good as it can be it enters the action plan, also known as "the rules of the road". This process is where all the responsibilities and actions are outlined prior to the commercial launch of the product.





## How does Apple's design process work?

### Ideas

Throughout the "ideas" stage senior managers express their interests in what they want for a new product. During this process there is not yet any visual concept ideas complete, it is only making sketches.

## Prototyping

This stage is nicknamed the "pixel-perfect prototypes", this is a very long process and requires long hours of work from the development team. This stage is also nicknamed the "10 to 3 to 1" stage, this is because the process starts with each member coming up with ten design concepts. Then three concepts are selected as finalists, then it is narrowed down to the final concept.

## Apple's New Product Process (ANPP)

This is the beginning stage of production, ANPP is a document that outlines the process and what happens in each stage. This document is created by the product manager (EPM) and the global supply manager (GSM). The difference between the EPM and the GSM is that the FPM coordinates the work between engineers, whilst the GSM focuses on the production part.

## Peer Design Meetings

These peer meetings are conducted weekly between the design team and the engineers to review the products and make improvements to the overall design idea.

## The Production Management

Both the EPM and the GSM have the responsibility of overlooking the production process, they spend the majority of their time in China

## Testing the Product

Throughout this stage the EPM and the GSM review the products and provide feedback and make improvements, the product then goes back to production, this process can be repeated as many times that is required to ensure the best product.

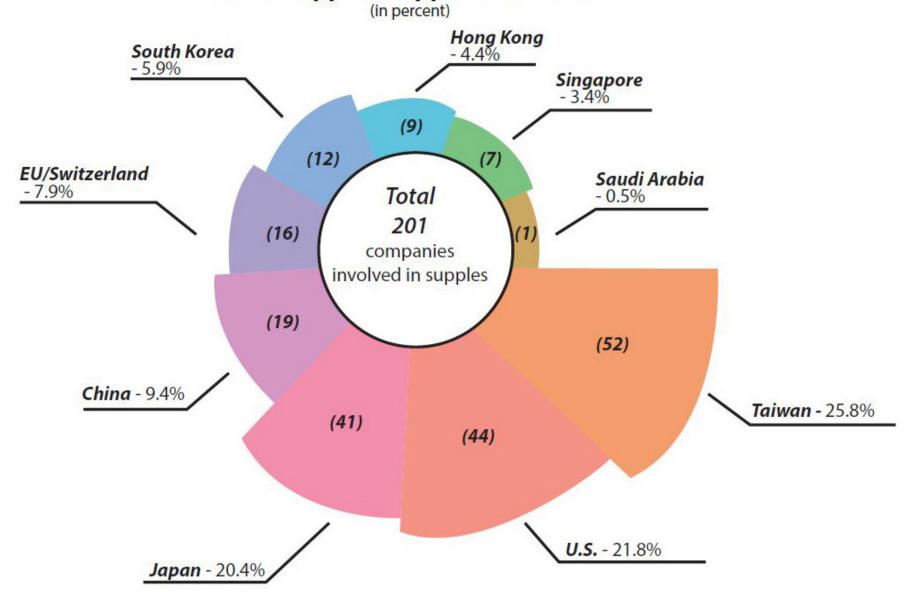
## Packaging

This process is the designing of the packaging and is tested on the new prototypes, the goal is to be eye-catching and intriguing to consumers.





# Where Apple's suppliers are from



## PARTS AND PROFITS

Key suppliers for the iPhone X



#### Stainless steel frames. casing assembly

#### Foxconn Technology

Foxconn unit; main business is metal casing, mechanical parts; also key assembler for Nintendo

## DISPLAY

#### OLED panels

Samsung Electronics S

#### 3-D force touch module

#### TPK Holding

Also supplier for iPad touch module. MacBook touch bar assembler; Taiwan's

biggest company by

155%, net income

Sales up

150

revenue; sales climbed

doubled from 2007-2016

### General Interface Solution

Foxconn subsidiary

#### NAND FLASH **MEMORY CHIPS**

#### Toshiba 🗾

Forced to sell profitable memory chip unit to pay for losses at U.S. nuclear business in 2017: second-largest maker of flash memory chips after Samsung

#### Western Digital/ SanDisk U

Third-largest NAND flash memory player after Samsung, Toshiba



#### MODEM CHIPS

#### Qualcomm U

World's No. 1 mobile chip supplier; locked in legal battle with Apple since January 2017 over licensing fees

#### Intel U

World's biggest maker of core processor chips for PCs, servers; has supplied modems to Apple since 2016, as Apple looks to cut reliance on Qualcomm

### A11 BIONIC CORE **PROCESSORS**

#### TSMC

Sole manufacturer of iPhone core processors in 2014, 2016, 2017; most valuable company in Taiwan by market cap; sales, net profit tripled in decade through 2016

200<sub>°</sub>

#### DRAM CHIPS

#### Samsung Electronics S

Controls largest share of global DRAM market; sole OLED display supplier for iPhone X

### SK Hynix

World's No. 2 DRAM maker shares have climbed more than 70% in 2017

Shares up more than 70%

#### Micron U

World's No. 3 DRAM maker; shares have surged over 90% in 2017

## **BATTERIES**

#### Cells

#### LG Chemical S

Shares have risen 30% in 2017

## Samsung SDI

Shares have jumped 90%

## Share price 90%

=0

0

c**PL**us

#### **BATTERY PACKS**

## Desay Battery

Sales jumped nearly 200%, net income nearly doubled from 2012 to 2016

## nearly 200

#### Sunwoda C

Sales rose 100%, net income climbed nearly 170% from 2014 to 2016

#### Simplo Technology

Competition from Chinese rivals Desay, Sunwoda contributed to revenue drops in 2013, 2016; looking to supply electric bikes, other industrial products to offset headwinds

#### AUDIO

#### Microphones, speakers

#### Knowles U

World's top maker of MEMS microphones; seeing growing competition from Chinese players AAC Technologies, GoerTek

### AAC Technologies

Has grown into a global leader in audio parts: sales, net income jumped more than 600% in decade through 2016



#### GoerTek @

Like AAC Technologies. has grown into a top global audio parts maker; sales jumped 165%, net income rose 82% from 2012-2016

165∘

#### Merry Electronics T

Losing market share to Chinese rivals AAC Technologies, GoerTek