

## Lighting Manufacturing Process Map and Innovative technologies (di

**Phase (WP2 and WP3)** Sub-phases  
**In D2.1 and D3.1)** (From Deliverable D2.1)

**Market studies**  
Market analysis  
Targets / priorities  
Strategy  
International Strategy  
Branding

**Design**  
Ideas / early-design  
Validation Marketing / R&D  
Prototype design  
Optical specifications  
Electrical specifications  
Communication specifications  
material specifications  
Prototype design  
Prototype validation  
Industrialization  
Manufacturing tools  
First serie  
Certification

**Purchasing**  
Light engines  
Optical components  
Power supplies / drivers  
Electrical connectors / wiring / junctions  
Communication components  
Casing  
Structural components

**Production**  
Organisation of assembly line  
On-site manufacturing  
Assembly  
Quality testing  
Packaging  
Transport to storage  
Duration of manufacturing process  
Storage of components  
Storage of final product

**Distribution**  
Commercial activities / local agencies  
Communication  
Management of orders  
Delay for delivery  
Internet distribution  
Wholesalers

**Management**  
In house human resources  
External human resources  
Purchase / rental of equipment  
Subcontracting  
Consumer Relationship Management

**Aftersales Management** Spare parts management  
Customer Feed Back Management  
Satisfaction Survey