

Results achieved (Gates) and activities to be performed (Stages)		Resp Gate	Gate participants
Gate 0	Collection of technical specifications and peripheral data	COM	UT – PRO – Q
Stage 1	<ul style="list-style-type: none"> · verification of the thermo-dynamic data · thermal calculations 		
Gate 1	Approval of the thermal calculation by the Solutions Center	UT	UT – COM
Stage 2	<ul style="list-style-type: none"> · Assignment project manager · Briefing and initial technical alignment (thermal and mechanical) · Project plan (GANTT) · Additional alignment based on input from customer or internal feedback · 3D project development · Possible updates · If foreseen in Gate 0, 3D design approval by the customer · Completion of the project · Preliminary quotation · Submit updated quotation 		
Gate 2	Receipt of sample order (2D design is customer approved)	UT	UT-COM-PRO-ACQ
Stage 3	<ul style="list-style-type: none"> · Designs for PROD are completed · Completion of BOM and cost breakdown · BOM controlled and approved by PROD and QA 		
Gate 3	BOM and production drawings transferred from SC to PROD	UT	UT-Q-PRO-ACQ
Stage 4	<ul style="list-style-type: none"> · Production of full configuration sample · Control of full configuration sample 		
Gate 4	Receipt of sample order (2D design is customer approved)	PRD	UT-Q-PRO-COMM
Stage 4.B	<ul style="list-style-type: none"> · Customer test and possible correction · Industrialization (at least for complete projects) · Modification of manuals 		
Gate 4 B	Sample approved by customer	COM	UT – PRO - Q
Stage 5	<ul style="list-style-type: none"> · Process order for pre-series · Update and finalise industrialisation specifications · Production and delivery pre-series 		
Gate 5	Pre-series approved by customer	COM	END OF THE PROJECT