

Nome: Sidney Numata
Birth date: 07/07/1955
Estado civil: Divorced
Filhos: daughter – 37 anos – Son -35 anos
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Professional experience

22 years of experience (in Manaus) in management of manufacturing high tech electronic products such as residencial electric power meters, smart power meter, setop box with and without conditional access, cable modem, satellite modem, auto radio and LCD monitors and LCD TVs.

Outbound logistics management (fact: Humax do Brasil).

Manufacturing management in two roofs, manufacturing of plates and manufacture of final product (fact: TPV of Brazil).

Quality management in local suppliers of plastic injection, packaging and stamping.

Management of ISO 9000 quality system: 2015 and IATF 16949 (Fact: Humax do Brasil).

Manufacturing process quality management aiming at six sigma.

Control management in R & D budget, from the idea of the project, approval, monitoring with activities in the Institute and / or foreign companies, evaluation, approval and follow-up of RD Fact: Humax do Brasil and Wasion da Amazonia.).

Management in industrial maintenance and equipment (fact: TPV of Brazil, Humax and Wasion).

Performance evaluation management (fact: Humax do Brasil, Wasion da Amazonia)

Management in SMT equipment (fact: TPV of Brazil, Humax and Wasion). Implementation management, modification, factory transfer. Management of preparation of Economic Project for approval at SUFRAMA (with economist's follow-up) (fact: Humax do Brasil and Wasion da Amazonia).

Management in business modeling (fact: Company Proviev, Investor Sojitz - Japan - Supplier of raw material - Malata - Shenzhen - ROC). Factory Reform Management (fact: Flextronics International of Amazonia). New factory (7000 spm) implementation with capabilities for PCBA assembly, plastic injection , Final assembly and reliability laboratory)

20 years of experience (in São Paulo) in industrial management (planning, engineering, inventory and production) in the manufacture of LCD Display and CDT Display (fact: Proviev).

Construction management of the industrial park manufactures (15 thousand m2) and the FIT block. There were 8 months of work with the Rational Group.

Professional history

1)Brazil Business Consultant (actual)

Position: COO

Start: 2021/06

Finished: 2023/08

Responsibilities:

Implemented LED TV production in Manaus. Managing operation since beginning (engineer process) to delivery product to customer. Production line up: 32, 43, 50, 58 and 65 , linux and Android. Production capacity 50K/m.

Full support CM to PPB requirements.

CKD supplier is Shenzhen KTC , and manufacturing company is Manaus is Flextronics and customer is Magazine Luiza (the biggest retailers in Brazil.) Implemented 3 box building production line. Production rate 100 UPH, Yield 98,7% and full PCBA production.

After sales Service implemented for all Brazil country. For each state had one TV service assistance and south of Brazil , was implemented by city (population more than 50 000 people) .

TV assistance office just replace defective boards and one Repair Center boards in Sao Paulo was implemented.

2)Previous Company: Wasion da Amazonia (Wasion Holding Group – Chinese company)

Position: COO

Start:01/06/2020

Main responsibilities:

Implement a new factory for residential and Industrial electric power meter (include smart meter) with capabilities for: PCBA production (5 lines of SMT, PTH, hand mounting, testing), five lines of product assembling, 8 lines of plastic injection, reliability test capabilities. And exist factory (exist factory just have product assembly, others services was subcontracted), improve delivery of supply chain, improve delivery exist factory.

Results:

In exist factory, improve (30%) uptime of assemble line, improve (50%) delivery of parts (plastic parts, PCBA) and implemented smart meter final assembly in 30 days.

New factory was implement and start operation on March 1st.

New factory is full verticalization. PCBA production, Box production, Smart meter qualification by INMETRO, plastic Injection.

3)Previous Company: Digitron da Amazonia Ltda

Position:New Business Director

Start:01/10/2019

Business: Electric vehicles (staring from electric bicycle- didn't fully implemented due to corona virus impact). TV business (on going)- searching ODM supplier in China, Technology discussion, quotation, quality discution, PPB discussion, NPI verification)

4) Previous company: Humax do Brasil

Position: Plant Manager or General Manager.

Branch of activity: Electronics manufacturing industry setop box, modem and autoradio)

Company Size: R \$ 200M / year

Nationality: Korean

Private sector

Contracting regime: CLT

Start date: 7/14/2014

Top Direct: CY Kim (Director of Manufacturing)

Main responsibilities:

Industrial Management: Definition and follow-up of the approval in SUFRAMA of the Economic Project of the product cable modem and car audio. Strategic plan of the company. Representative of the company before SUFRAMA. Improvement plan guidelines for local suppliers and EMS. Outbound logistics guidelines and cargo traceability software. Strategic Plan of R & D Projects, responsible for monitoring the use of R & D funds in the institutes and technical interface between the Humax matrix and the Institute. Guidelines for the implementation of the ISO 9000: 2015 and IATF 16949 management system.

Quality local supplier management: Weekly monitoring of the local supplier quality indicator of 2000 ppm. Case EMS, 1500 ppm. Monitoring and approval of improvements (KAIZEN). Quality review management by quarter with EMS.

Outbound Logistics Management: Outbound freight quotations for road, air and cabotage modes. Definition of traceability (Htrack) software. 30% cost saving on outbound freight cost. Attainment of 97% of OTD. Excellent network with logistical operator, road and air.

R & D Management: Main manager of the R & D budget, Research Projects for Investment, Institutes Relations, Project Monitoring, Physical Financial Schedule follow-up, R & D Contracts. Quarterly report with Institute. Definition of the scope of the Humax Brasil and Calcomp Brasil Assuncao Contract. Approval of the RD Report for SUFRAMA. Developed Projects: Htrack Project, Waremax Project (partial), product HGB10R-02 / HGA12R-02, EHS Project, Screening System Project, DOCSIS 3.1 Project, CTI Project. Institutes: Paulo Feitoza Foundation and CERTI Institute of Amazonia.

Quality System Management: Humax Company RD.

Modification of factory plant management and its change. Weekly monitoring with contractor. Monthly report for matrix (fact: Change of the Humax plant from the address Matrinxa Street to Hines Torquato Tapajoz Condominium.) Preparation and planning 180 days and execution in 15 days Humax management team: two people). Investment: USD 2M. Line stop time: None.

Motivational organizational management of the team.

Job Challenges:

Indicators: OTD: 95% / local supplier quality (less EMS): 1500 ppm / EMS (PCBA): 500 ppm / OQC (FA) 500 ppm / Yield (FA): 95% 2%

Work with different cultures: Korean Directorate, Brazilian Operation. The Korean guideline does not know the Brazilian legislations, neither the PPB, nor the CLT, nor the customs, nor the logistics, nor the suppliers are the same. The challenge is to be able to change the original procedures for the Brazilian reality without losing quality, productivity, without increasing costs.

Staff: three managers, two coordinators.

Employees: 150 people

Main Results obtained:

OTD: from 85% to 95% STOCK ACCOUNTING: 88% to 99% CUSTOMER SERVICE ACCOUNTING 85% to 98% CUSTOMER CLAIM 1 to 0.5 QUALITY FA 500ppm to 330ppm IT (help desk) 90% to 99% % ABSENTEEISM 3% to 0.7% CUSTOMER SATISFACTION 85% to 94%.

P & L 2014 result : R\$ 271M – margin 9,3%

P & L 2015 result : R\$ 582M – margin 5,9%

P & L 2016 result : R\$ 416M – 11,9%

Factory Transfer: Scheduled / Performed

R & D investment 2014 - R \$ 1.25M

2015 R & D Investment - R \$ 2.64M

R & D Investment 2016 - R \$ 2.69M

Implementation of the IATF 16949 system within the deadline (8 months term)

5) Previous company: TPV do Brasil

Position: Factory Manager

Business activity: Assembly of LCD TV boards.

Company Size: R \$ 300M / year

Nationality: Taiwanese

Private sector

Contracting regime: CLT

Salary in portfolio: R \$

Start date: 01/02/2010

Release Date: 7/3/2014

Reason for leaving: Korean companies were dominating the TV market in Brazil. Envision had little chance of surviving in this market. The expanding setop box / modem market. Number of subscribers / inhabitants in Brazil was 60% below the Americans, so it had a lot of space to grow. Another advantage, the price of selling the products based on US \$ (TV is in Reais and the raw material in US \$ - very great risk when the dollar rose).

Direct superior: Mr Duofu Wang (Country Manager)

Main responsibility

Operational management of the plate manufacturer: Engineering, quality, production and maintenance: Administering 17 lines of SMT (Fuji and Panasonic) (top or botton), 6 PTH lines (Panasonic), 1 preparation line, 1 power line, 2 mainboard lines and 2 small board lines. AI running in 3 turns and IM in 2 turns. Internal maintenance team of SMT and PTH machines. Administering NPI engineering and production support engineering, providing internal quality of process and quality in suppliers. Including factory management.

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Quality management of local suppliers: For compliance with PPB, some bare pcb were locally produced. Some inputs due to flammability are purchased locally. Participation in the definition of purchase of the best SMT equipment, pick and place, chip shooter, SPI, Printer, AOI, ovens.

Internal quality management. Evaluation and follow-up of the action plan for the improvement of weld quality in the plates, improvement in the SMT process (component exchange, shift, tombstone).

Elaborate the P & L annually to evaluate the matrix, Comply with the approved P & L.

Organiz Organizational management 5S. 5S program inside and outside the factory. In 12 months we were awarded as the most organized and clean factory of the TPV Group (9 plants).

Stock management: 2500 part numbers,

Organiz Motivational organizational management.

Job Challenges:

Direction with Chinese culture, Brazilian operation and manauara workmanship.

As a corporate company, maintain OEE at the international level (85%)

Customer service: 4 LCD TV models, each model 5 different boards (main, power, small board). There are 20 models of boards simultaneously.

Main Results obtained:

5S - TPV factory organization excellence award

OEE (SMD assembly line uptime) - 85%

6) Previous company: Proview

Position: New Business Director

Branch of activity: Production of CDT and LCD monitors, DVDs, TVs.

Company Size: R \$ 200M

Brazilian nationality

Private sector

Contract regime: Contract

Start date:01/2006

Date of departure:01/2010

Reason for leaving: Company failed.

Top Direct: Tseng Lin

Main responsibilities:

Develop suppliers of LCD monitor kits, LCDs display, DVD players, TV kits and ISDBT setop box, international. Primarily China and Korea.

Develop the business model for each supplier. And even develop a capitalist investor (Sojitz).

Define OEM technical specification (monitors for Bradesco, Carrefour, pro Extra, for Positivo, for Lenovo)

OEM OEM Customer Tracking

Job Challenges:

Travel constantly abroad to monitor critical items supply - LCD display, electric monitor kit, injection mold of the ISDBT setop box, CDT TV 21 super slim.

Specify OEM product for monitors and DVDs.

Follow-up of the industrial cost target

7) Previous company: Flextronics International of Amazonia

Position: Director

Branch of activity: EMS-production to order (mobile phone charger, speaker, audio-video cards)

Company Size: Group (large), Manaus (medium)

Nationality: American

Private sector

Contracting regime: CLT

Start date: 03/09/1997

Release Date: 03/09/2004

Reason for leaving:

Direct Superior:

Main responsibilities:

Prospecting the market in search of new customers

Track and maintain the volume of purchases of current customers

Elaborate the annual budget of the company

Track and keep the budget set

Keep the team motivated.

Job Challenges:

Prospecting new customers (Panasonic, Philco)

Very heavy cost structure (corporate support).

Keep the motivation of the team on the rise.

Solution for PPB compliance of the charger

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Main Results obtained:

Transform a logistic shed into factory environment in 60 days.

Build two 15,000 m2 factory plants in 12 months

To persuade a transformer factory to set up a branch office in Manaus on account of meeting PPB.

Plant with the highest volume of mobile phone charger in Manaus.

Academic education

Graduation: Superior - School of Engineering Maua - Eletronica -1980

English: fluent

Japanese: intermediate

Computing

Office Office Package

Excel

Desired remuneration

Monthly Salary: (can be negotiate)

Annual bonus: (can be negotiated)

Benefits: national family medical care (top),

Hiring regime☹can be negotiate)

Additional Information

Available for travel to anywhere, including transfers.

If approved, immediately available.

Professional References

Reference 1

Name: Fernando Moschini

Position: VP

Company: Sato Metalurgica

Phone: (92) 9 9182 2669

Reference 2

Name: Jose Luis Mendonça

Position: COO

Company: Jimmy Industria e Comercio Ltda

Phone: (92) 9 9200 5764

Reference 3

Name: Jose Luiz Zanirato

Position: Consultant, Msc Engineer

Company: Consultant

Phone: (92) 9 8198 4185