



# Uster 360Q

Raw Material Management

# Facts about raw material costs for spinning mills



Investments of more than 25M USD per year in cotton purchase (50K spindle mill, Ne 30)



8% to 35% waste to achieve quality yarn equivalent to 2M to 8M USD per year



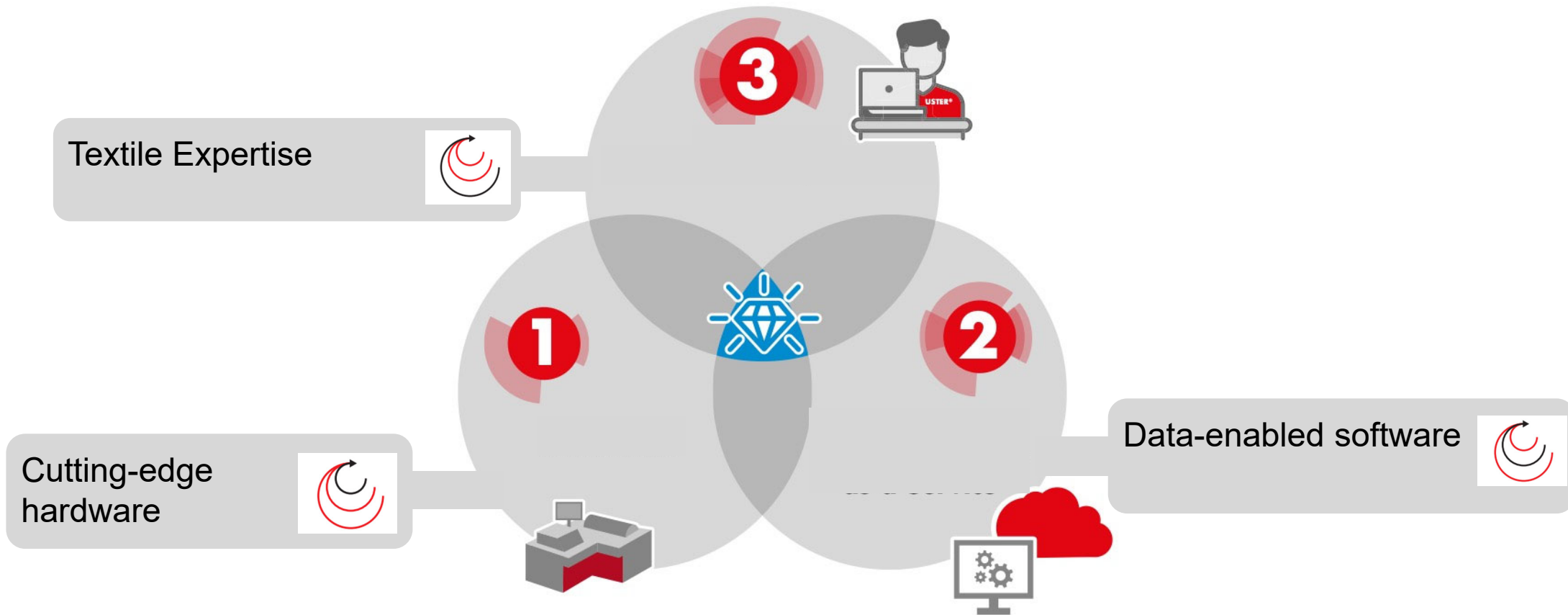
Cotton quality and mixing approach defines the quality level, variation and consistency

## Mill insights

- Very little testing  
Reason why: testing instruments need large upfront investment and required know-how to use is not widespread
- Limited utilization of key parameters for laydown recipes (usually one or two are used from about six parameters)  
Reason why: limited know-how, complex calculations, warehouse organization
- Risk aversion, meaning that mills tend to compensate with higher waste levels, to meet end-user quality needs  
Reason why: limited data as well as limited experience to experiment and optimize

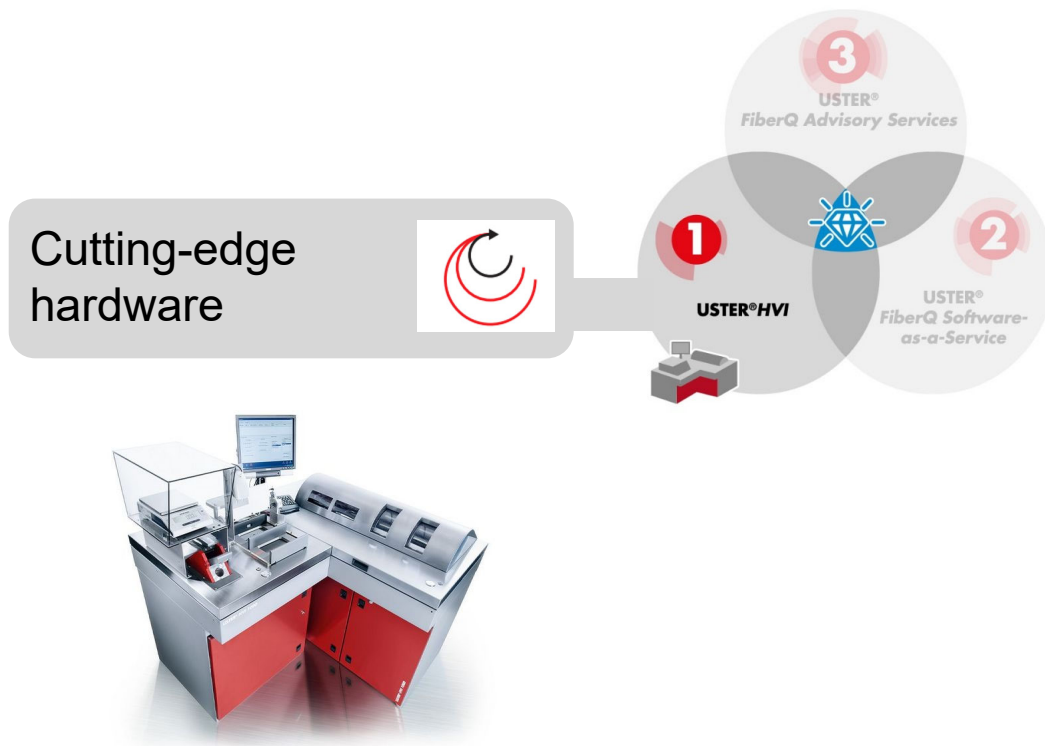
# Uster 360Q Solution Suite featuring Uster FiberQ

The three strategic service elements



# Uster FiberQ

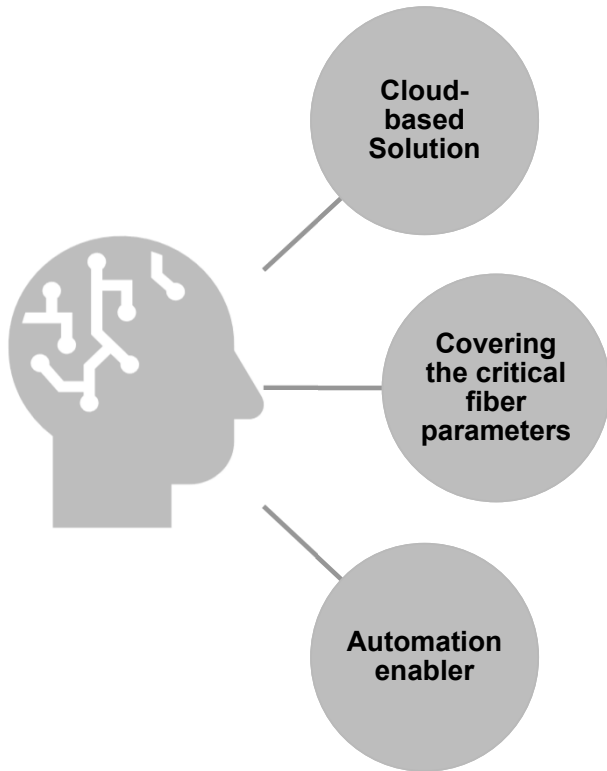
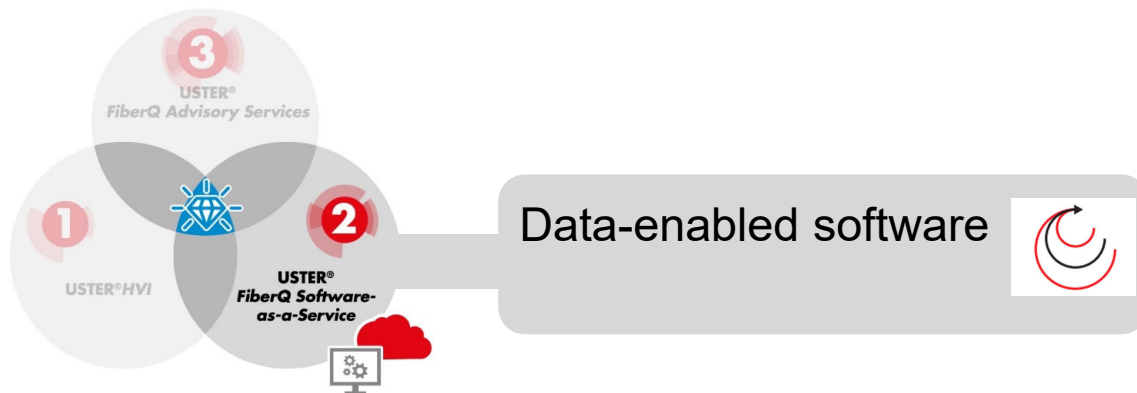
The basis for cotton control



- Product-as-a-Service subscription for Uster HVI 1000 including:
  - Uster HVI 1000 M700
  - Installation services
  - Product training
  - Full product support and maintenance
- Attractive and affordable, flexible and comprehensive subscription model
- Available for every mill without initial investment barrier

# Uster FiberQ Lot and Uster FiberQ Bale

The automated laydown solution



- ✓ All cloud relevant benefits with a secure and reliable solution
- ✓ Calculations based on data for the six basic values (Mic, Rd, +b, UHML, Str, and Trash) and cotton growth conditions
- ✓ Direct transfer of measurements from HVI 1000

# Uster FiberQ

## Adoption and Advisory Services



### Uster FiberQ Adoption Service

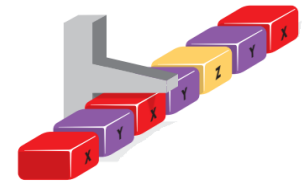
- Solution set up
- Mill assessment and KPI definition
- Transition to new services
- Change management

### Uster FiberQ Advisory Service

- Monthly report with impact tracking
- Requiring textile support with focus on:
  - Improved quality consistency
  - Reduced mixing costs
  - Optimized waste level
- A knowledgeable and experienced third eye

# Customer experience

- Implemented for over 0.5M spindles
  - Over 1,000 laydowns provided during more than one year
- Large quality improvements
  - No barré claims since tests started
  - Quality improvements >25%, greater consistency
- Quality consistency and significant savings in waste
  - 0.5% to 2%
  - Potential savings of close to 1M USD





# Summary of key benefits of Uster FiberQ

Uster FiberQ addresses the most critical needs of spinners and creates a positive impact on the mill performance and the working life of personnel



**Achieve maximum and long-term quality consistency**



**Reduce mixing costs**



**Minimize losses from claims**



**Optimize performance with regard to waste and yield**



**Make sustainable data-driven decisions  
for raw material purchasing and utilization**

# Uster 360Q

Further innovations

Enabling additional elements complementing the solution suite

- Uster 360Q Platform
  - Cloud-based with the best data analysis options
  - User-friendly for easy operation
  - Secure and scalable
  - Global connectivity
  
- Uster Academy
  - E-learning platform for individual and flexible learning
  - Tailored training for diverse learning needs
  - Comprehensive course programs for impactful decision-making

# Uster 360Q mill management solution

## Summary

- Uster 360Q is a full solution suite to achieve maximum impact for textile mills
  - Three value elements available through service subscription
  - Cutting-edge hardware, data-enabled software and textile expertise enabled by Uster 360Q Platform and Uster Academy
- Uster FiberQ containing HVI as a service, Uster FiberQ Lot/Uster FiberQ Lot automated laydown solution, and Adoption/Advisory Services
  - Key benefits: higher quality consistency, reduced mixing costs, reduced waste level
- Uster FiberQ available in India, China and Turkey (starting from November 2023); further key markets follow in steps

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Think quality