

FS EAST REAL CASE SCENARIO 2023

IN THIS YEAR'S REAL CASE SCENARIO YOU ARE REQUIRED TO PRESENT A DETAILED ANALYSIS OF FUNDAMENTAL CHANGES IN YOUR SPONSORSHIP MODEL.

At the start of your next season you lose sponsorship of **all** items and services detailed below. On the other hand, you receive the net value of all these items and services in cash.

- Raw and intermediate materials (e.g., sheetmetal, prepreg, CFRP rod)
- Manufacturing services (including custom made parts and access to manufacturing equipment **not owned** by the team or university)
- Supplied commercial parts and materials (including parts which only partially get built into the car, e.g., Kapton® tape)

You can estimate the net value of the above listed items and services based on this season. Discounts shall be included in this estimation.

Reallocate your budget in order to maximize your team's performance at the upcoming years' competitions. Present 3 key items in your new budget, which have the biggest effect on your future performance. Present what trade-off decisions you had to make (if any) compared to your original budget to free up resources for these items.

The scores will be awarded by the preparedness, depth, and comprehensibility of your analysis and not by the outcome (not the actual values or the scale of the changes to your budget).

The result of your analysis has to be presented in 10 minutes at the Cost and Manufacturing Event during the discussion and you are allowed to use maximum two flip chart sheets (68x98 cm) to aid your presentation.